

FRATHS... HIGH & DRY... Really Dry Gin

# FINANCIAL TIMES

No. 26,988

Monday June 7 1976

\*\*\*10p

**Bovis**  
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FRATHS... HIGH & DRY... Really Dry Gin

## NEWS SUMMARY

### GENERAL

#### Asian demo at police station

Hundreds of Asians who had staged a sit-in yesterday outside a London police station where men were helping inquiries into Friday's killing of Asian student Gurdeep Chaggar, dispersed last night after a plea from a community leader.

### State hands back company

The company has been owned by the Government since a rescue operation in 1974. Now control will go to Vickers, which has had management responsibility.

### Minister Asks

Mr. P. Patel, the South Indian Minister, asked the House of Commons to pass a resolution condemning the actions of the Indian government in the Punjab.

### Dam busts in eastern Idaho

Thirty thousand people were homeless last night following the week-end collapse of a nearly completed irrigation and hydro-electricity earthen dam in eastern Idaho.

### Derby double for Bunker Hunt

Youth, ridden by Freddy Head, won the £10,000 Prix du Jockey Club, the French Derby, giving Texas owner Mr. Nelson Hunt a double after winning the Epsom Derby.

### Smith upsets Party hardliners

Mr. Ian Smith, Rhodesian Prime Minister, is pushing ahead with a campaign to expand his share of the U.K. commercial vehicle market from less than 1 per cent last year to about 5 per cent in 1980.

### Dead, but they won't lie down

The Society of Perpendicular Interiors in Melbourne, Australia, has launched a world campaign to bury the dead upright in cylindrical cardboard coffins.

### Tabarly leads

Pickie winds and a thick fog frustrated the 126 starters in the Observer single-handed transatlantic race as yachts reached the Lizard. Eric Tabarly, Pen Duick VI, was in the lead.

### Briefly...

Nepal landslide killed about 150 people as they slept in their expanded 90 miles west of Kathmandu.

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## Premier to reject call for early spending cuts

BY RICHARD EVANS and PETER HENNESSY

MR. JAMES CALLAGHAN, Prime Minister, will to-day throw his full authority behind the Chancellor of the Exchequer's policy of resisting demands for immediate cuts in public expenditure as a means of supporting the level of sterling.

Mr. Callaghan, who has so far maintained a public silence during the latest fall of the pound, will make his key speech to the House of Commons at the annual public expenditure survey, which is expected to be presented to Ministers with a variety of options, including an import deposit scheme, which are a normal part of contingency planning, presented continuously by all governments.

The Shadow Cabinet will meet this evening to decide on future tactics, after Mr. Callaghan's speech and after a statement in the Commons from Mr. Denis Healey.

The expectation last night was that if there is no sign of early spending cuts or of a change in tactics on the controversial Shipbuilding and Aircraft Industries Bill, the Conservatives will be provoked into tabling a censure motion, which, if carried with the support of all minority parties, would precipitate a general election.

## Ulster Unionist clash likely

BY GILES MERRITT

A DAMAGING confrontation between the Rev. Ian Paisley's militant Loyalist faction and the increasingly moderate bulk of Unionists is expected when the United Ulster Unionist Coalition meets to-day after a week-end of sectarian violence in which eight people died and 35 were wounded.

The latest spiral of sectarian violence followed the hurried return to Belfast yesterday of Mr. Merlyn Rees, Northern Ireland Secretary and a tightening of security in the city.

After consultations with security chiefs, Mr. Rees decided to "raise the profile of Army operations here by switching several hundred troops in the province to Belfast. The violence, however, has so far been unconnected with the looming political crisis now threatening the integrity of the U.U.C.

The heart of this dispute is that while the militant side of the Coalition, led by Mr. Paisley, has mounted its vigilante campaign to force a showdown with Westminster and end direct rule, the moderate majority has simultaneously backed new power-sharing talks.

The always-creeky U.U.C. has thus divided into two distinct camps.

Following the disclosure two days ago by Mr. Paisley's Democratic Unionist Party that five sessions of secret talks had been held between representatives of the Official Unionist majority inside the coalition and the mainly-Catholic Social Democratic and Labour Party, to-day's coalition meeting is expected to result in a row between Mr. Paisley and Mr. Harry West, leader of both the Official Unionists and the U.U.C.

The inter-party talks with the SDLP apparently began during the final stages of the Convention—dissolved in early March by the British Government when it failed to agree on a power-sharing form of devolved government.

The initiative was taken by the Rev. Martin Smyth, the Official Unionist who also heads the Orange Order. Backed by Captain Austin Ardill, the Official Unionists' chief whip, Mr. Smyth has now held five negotiating sessions with SDLP leaders Mr. John Hume and Mr. Paddy Devlin.

Mr. West emphasised in a radio interview in the Republic yesterday that disclosure of the talks was "premature", but he nevertheless made it clear that there were already signs that the talks could break the deadlock on power-sharing.

Mr. Paisley and Mr. West are both expected to attend to-day's meeting in a bitter frame of mind. A clash ending in the withdrawal of Mr. Paisley's party from the coalition, accompanied by Mr. Ernest Baird's highly militant United Ulster Unionist Movement, is not being ruled out in Loyalist circles.

Mr. West said yesterday that he was very annoyed by Mr. Paisley's tactic of breaking confidence and disclosing the existence of the secret inter-party talks.

## Price pact guards U.K. sugar supply

BY DAVID CURRY BRUSSELS, June 6.

FEARS for Britain's sugar supplies in the coming year have been at least partially dispelled by a weekend agreement between Third World producers and the European Community in Brussels.

But the deal negotiated by Mr. Pierre Lardinois, the Farm Commissioner, goes beyond the mandate given him by the EEC Agriculture Ministers. It means that sugar prices in the shops are unlikely to fall any more.

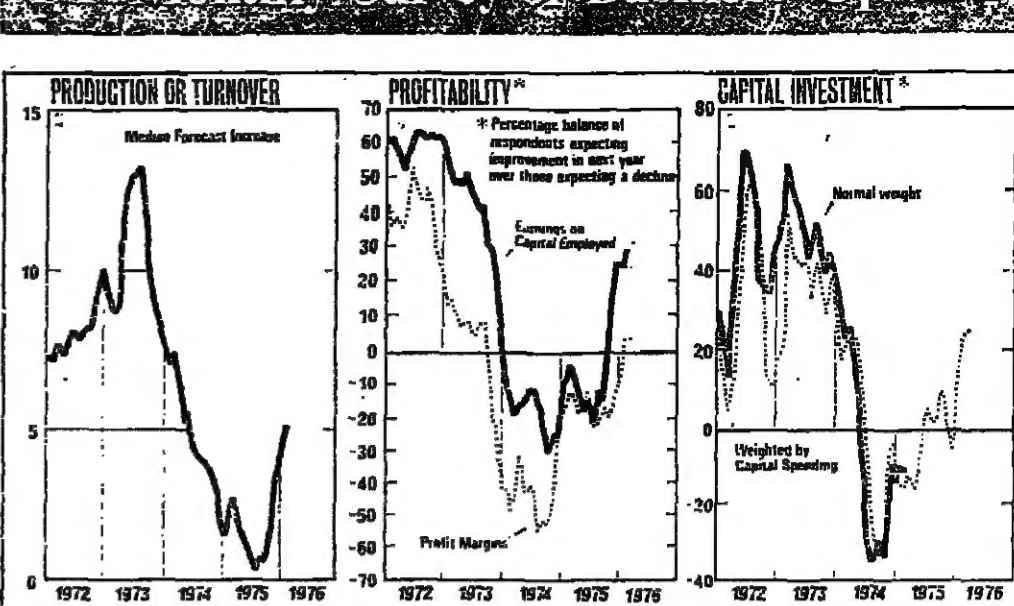
Sugar-cane producers will have a minimum guaranteed price for the crop year beginning in July, of 267 units of account a tonne, about £188, for up to 1.3m. tonnes of raw cane to be shipped to the EEC, mainly the U.K. The deal was thrashed out early on Saturday between EEC officials and representatives of the African, Pacific and Caribbean producers. The premium for highest-grade sugar is 4.8 units of account a tonne.

The deal, to be retrospective from April 1, has to be approved by the EEC Council of Agricultural Ministers. It is understood

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## FT Monthly Survey of Business Opinion



## Confidence undimmed

THE RECENT problems of business have not undermined confidence, about either the recovery of the economy or the prospects for reducing the rate of inflation.

For the first time since the end of 1974, a majority of companies are now reporting an increase in orders and the fall in the pound has resulted in a very high level of optimism about export prospects.

This picture of a continued improvement in optimism about the general business situation and the prospects for particular companies emerges from the latest Financial Times monthly survey of business opinion which includes interviews with organisations in electrical engineering, consumer durables, and stores and consumer service companies.

The recovery in the economy is reflected not only by a rise in orders but also in a clearly upward trend in deliveries. But this has not been reflected yet in any major stock-rebuilding, nor is one expected in the immediate future.

An encouraging feature is the apparent absence so far in the recovery of supply constraints with, for example, only a few isolated examples reported of shortages of certain types of materials.

Moreover, in the aftermath of the Government's negotiations with the TUC over the second stage of the pay policy, business remains optimistic about further reductions in the rate of wage increases. But the rise in other costs, notably those affected by the decline in sterling, has meant that there has been a smaller recent improvement in expectations about the rise in unit costs over the next year and this is also reflected in a tendency for the projected rate of price increase to drop only slightly.

But as might be expected at this stage of the cycle, one in three companies are still expecting a fall in their labour force over the next 12 months, even though the overall proportion of employees has been dropping.

Details Page 24

## Paul Getty dies aged 83

BY RAY DAFTER, ENERGY CORRESPONDENT

THE BOARD of the Getty Oil Company will meet shortly to elect a new president following the death of Mr. Paul Getty, aged 83. He died yesterday at his home and business centre near Guildford, Surrey, after a long illness.

Mr. Getty controlled over 60 who was married five times. Mr. Getty's father, John Paul Getty, was a successful oilman and philanthropist.

Mr. Getty lived in Britain for more than 20 years; since 1963 he had been a resident of the United Kingdom. He was a member of the House of Lords.

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LOMBARD

# Poetic justice takes a hand

BY C. GORDON TETHER

THERE is a certain poetic justice about the fact that the Bank of England—for so long the foremost champion of the "hands off hot money" theme—should have recently found itself at the receiving end of the biggest and most devastating attack on a major currency the "mindless monster" has launched upon it.

It is, one wonders, too much to hope that this time the lesson will have been sharp enough to ensure that, from now on, Britain takes the lead in punishing for the establishment of adequate control over this unwelcome phenomenon—instead of resisting it on the grounds that she should do nothing that can be considered to be the least bit inimical to the promotion of the City's international banker role?

The inadequacies of official economic management, the waste of resources, the discrimination of the community at large to work with the same passionate zeal as some other peoples can all, no doubt, be reasonably asked to bear a share of the blame for the mess the City has got itself into. But there can be no question but that its vulnerability to the market judgments that have had such painful consequences has been accentuated in a number of degrees—both directly and indirectly—by the U.K.'s quite exceptional involvement in the international hot money business.

## End to doubts

If we remember the importance of the part played by sterling's exceptional vulnerability to hot money turbulence in keeping Britain treading the unwelcome stop-go path, there can surely no longer be any serious doubt as to what an honest cost-benefit analysis of the relevant aspects of the City's international banking business would reveal.

Nor, I would have thought, could any central bank now continue to entertain doubts about the wisdom of fully collaborating with others to start curbing the power of the currency markets to promote turbulence of the kind we are now regularly witnessing—not even a central bank that sees the international centre with which it is identified as having a vested interest in the growth of world monetary trade.

For if weak currencies are being hammered down to levels far below their true worth, strong ones are being pushed to such heights that the countries concerned are experiencing great difficulty in preventing their goods being priced out of foreign markets. And the trouble does not, by any means, end there. Distortions of such a cardinal character are inevitably calculated to produce matching distortions elsewhere and thereby lead us nearer and nearer to that final abomination an international currency war. Need I say more?

## Opposed

The official reaction in the past to any suggestion that it might not be in the best interests of the nation as a whole for the country to become more deeply involved in international banking business has been to point to the contribution made by invisible exports to foreign exchange earnings as though this was all that needed to be said on the matter. And the Bank of England has, in both word and deed, continually opposed the idea of restraining the spectacular

growth of the main source of fuel for international traffic of the hot money kind—the Euro-currency markets. In reality, the invisible earnings derived from our involvement in banking business of the type that is apt to cause us serious embarrassment does not appear to have been all that substantial. In the absence of any in-depth analysis, it is impossible to give an accurate picture. But, for the most part, it would not appear to have amounted to more than about £100m. per annum net, the great bulk of the City's invisible earnings being obtained from less explosive pursuits as the provision of insurance facilities. In any event, it seems hardly likely to come anywhere near providing an adequate offset to the tremendous economic cost to the U.K. of the damage inflicted—much of it necessarily of a permanent or semi-permanent character—by sterling upheavals of the order that has experienced during the past few weeks. This has, as a stroke, cut the foreign exchange earned by our exports to many hundreds of millions of pounds per annum. And that is only the first item on the bill.

THE WEEK IN THE COURTS

# Difficult distinction in electoral law

BY JUSTINIAN

IF PROFESSOR Harold Laski were alive to-day he would surely alight on the House of Lords' decision in *Director of Public Prosecutions v. Lifting*, given just before the Spring Bank Holiday, as a shining example of how judges' decisions are coloured by the political complexion of the issues in the case. During his lifetime Professor Laski singularly failed to substantiate his thesis that English judges were politically biased—and, of course, he was intent upon demonstrating that the bias was against the Left, as reflected mainly in the cases involving trade unions.

How far does the *Lifting* decision, which involved the unauthorised expenditure of money during a parliamentary election, enhance or further fail to substantiate the Laski thesis? Quite apart from any answer to that question, the decision provides some useful guidance to commercial enterprises that expend money in persuading the electorate to vote for one candidate rather than another. Those who recall the Mr. Cope Campaign by Tate and Lyle in the 1950s to fight off the threat of nationalisation of the sugar industry will know the impact of the electoral law on such campaigns.

## Anti-Fascist

In the *Lifting* case the potential offenders of a corrupt practice in a parliamentary election were members of "the Greater Manchester Anti-Fascist Committee," who during the October, 1974 General Election fiercely opposed the policies being advanced in three Lancashire constituencies—Blackley, Bolton East and Bolton West—by National Front candidates. During the campaign for the election the opponents of the National Front distributed pamphlets urging voters in the three constituencies not to vote for National Front candidates; more specifically, the pamphlets accused National Front members of being liars and Fascists.

Each of the pamphlets were charged with offences under section 63, Representa-

tion of the People Act 1949. In that case, a mining company published in *The Times* during the 1951 General Election, an advertisement attacking the financial policy of the outgoing Labour Government. Mr. Justice McNair in that case held that section 63 was not intended to prohibit expenditure incurred on advertisements designed to support the interest of any particular political party generally in all constituencies, at any rate at the time of a general election and not supporting a particular candidate in a particular constituency. He accepted that "candidate" in section 63 was intended to mean one candidate only. That reasoning was wrong, as the *Lifting* decision discloses. But here comes the nub. Lord Diplock added that he "cast no doubt upon the correctness of the actual decision in the case," without stating on what basis it could be upheld.

## City company

On the face of it, anti-fascist pamphleteering in three Lancashire constituencies against the National Front fell foul of the law, while a city company advertising in *The Times* urging voters not to put Labour candidates back into Parliament were not caught by the Electoral law prohibiting unauthorised payments. The only valid distinction could be the geographical range of the respective campaigns. It is, supposedly, permissible to advocate nationally the non-election of one political party's candidate, but impermissible to do it regionally—at least as geographically grouped as three adjoining parliamentary constituencies. Such a distinction although not very convincing, no doubt gets the BBC and other national organs of mass media off the hook when they give currency to the political parties' election manifesto during a parliamentary election. But there does seem to be an inconsistency here, and Lord Diplock and his fellow Law Lords were perhaps careless in not disarming in advance those critics who find any distinction between the *Lifting* decision and the *Tromoh Mines* case invalid.

But one must also consider its relation to a case in the early 1950s, *R v. Tromoh Mines Ltd.*

CRICKET

BY TREVOR BAILEY

# England in sight of a draw

APART FROM a few, often controversial stoppages for indifference, there have been three full days at Trent Bridge. During this period only 13 wickets have fallen, of which at least four were thrown away by the West Indies in their pursuit of quick runs.

With only Monday and Tuesday remaining a draw appears the likely outcome, unless rain intervenes to a pitch which has become increasingly easy, or England bats twice very badly. The way Steele and Woolmer were performing on Saturday evening makes this most improbable.

The best chance the West Indies had of winning this match was to have achieved a breakthrough on Friday evening, but instead of having a difficult day at their disposal, for which they had sacrificed their wickets—needlessly as it turned out—bad light restricted them to six balls.

On Saturday, Brearey departed in the first over, but last summer's unlikely hero, David Steele, took root and Edrich hung on grimly. At stumps the West Indies first innings 494 (Richards 232, Kalicharran 97) England first innings 221—3 (Steele 105 n.o., Woolmer 52 n.o.).

The English selectors have reason to be well satisfied at the way Steele, Woolmer and to a lesser degree, Edrich, showed up the limitations of the West Indies bowling on a placid track by sound, sensible application.

Clive Lloyd's attack is top heavy with pace and seam. It lacks the necessary balance, as shown when, before lunch, he was turned to the friendly wrist of Fredericks, who at the moment cannot be described as more than an occasional bowler, as his percentage of long hops and full tosses is so high.

Making Lloyd's task all the more difficult was the uncertainty of his close catchers. Edrich, who was bowling up to 20 on the day, too few, tantamount to robbing the crowd of at least an hour's play.

So far England have been more to blame than the victim because they did employ the spinners for long spells on second day, while their bowlers have shorter runs than did not contribute quite so much to the total. One reason for this slowness is they walk back quickly, with Old the pick of the seamers, a notable exception while there were occasions which gave the impression of one bopes, of deliberate procrastination as a tactical ploy.

The crowd loved every second of it, although the times were nothing to write home about. Foster's own U.K. record is 13:14.6 compared with Emiel Puttemans' world mark of 13:13.0. Foster remarked later: "The time was irrelevant. This was virtually a sudden death selection trial."

It was the placings that mattered and the message from Crystal Palace is that Foster is fit and on schedule for Montreal. In the second stage of the Olympic trials next Saturday, Foster will compete in the 10,000 metres in an Olympic quality 1:48.7. He shadowed the 1 for 800 metres then panned home down the straight. In discussion, Peter Tancred achieved a personal best of 61.62 metres further than the Olympic qualifying mark, but the ten of a double deck bus behind Foster seems confident tackling world class.

ATHLETICS

MICHAEL THOMPSON-NOEL

# Nervous Foster wins 5,000

BRENDAN FOSTER doesn't mind races. Despite his blizzards, 5,000 metres win in the Olympic trials at Crystal Palace—the winning time was a caterpillar 13 min. 33.8sec.—Foster admitted 13:35.2 with Stewart third (13:35.4).

"This wasn't the Olympics, it was a domestic pressure trial," said Foster, who is widely tipped to win an athletic gold for Britain in Montreal, after the fact. But was nervous upon the start. I had nothing to gain and everything to lose."

Foster tucked himself at the back for the first four laps with the result that the last 1,000 metres dawdled by in 3 min. 58.8 sec. "With a time like that it didn't matter where I was. At least I was out of trouble."

After six and a half laps Foster moved menacingly on the pack, which included Ian Stewart (the Munich 5,000 metres bronze medalist), David Black, Tony Simmonds and Nick Rose.

At seven and a half laps and accelerating smoothly, Foster kicked on again, leaving Stewart in his slipstream and producing a 60-second lap. Finally, at

both distances despite the fact that he was encountered, Montreal. The decision is made easier by the fact that the Viren of Finland, the Moscow champion in both events, is a thinking of the marathon, the most sulphurous opposition the Montreal 5,000 will come from New Zealand's Rod Dixon. Marty Liquori of the U.S. is 10,000. Foster topped the rankings last year with 27:45.

Saturday's other standout trial result was the performance of Sonia Lannaman in the women's 200 metres. She ran 22.9 seconds, a thorough and her time of 22.9 seconds, well within the Olympic qualifying mark of 23.74 and her sub-23 second run in 14 at the trials.

Steve Ovett won the men's 1,500 metres in an Olympic quality 4:48.7. He shadowed the 1 for 800 metres then panned home down the straight. In discussion, Peter Tancred achieved a personal best of 61.62 metres further than the Olympic qualifying mark, but the ten of a double deck bus behind Foster seems confident tackling world class.

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TENNIS

BY JOHN BARRETT

# Build-up at Beckenham

AS THE French championships enter the second week in Paris the first of the major British grass court tournaments, the Robertson Cup, starts at Beckenham as part of the build-up to Wimbledon, two weeks away.

The men's entry at Beckenham is headed by two Americans, the 1974 Wimbledon champion, Jimmy Connors, and his victim in last year's semi-final, Roscoe Tanner, a left-hander with a powerful serve who comes appropriately from Lookout Mountain, Tennessee.

The Robertson field is strengthened by 24 emigres from Paris.

If the seeding works to plan, the quarter-final lineup would be Connors 1 v. Alex Metreveli (USSR); John Newcombe (Australia) 4 v. Onny Parun (NZ); Dick Stockton (U.S.) 6 v. Stan Smith (U.S.) 3; and Tom Gorman (U.S.) 7 v. Tanner 2.

The Roddick title prize money, by Grand Prix standards, is £12,050, which reinforces the thought that another Grand Prix tournament on grass should be introduced to this week of the calendar next year.

In the women's entry it is no surprise that Olga Morozova, a Russian, will carry the Wimbledon flag in 1974, is at No. 1, as most top women are still on team tennis duty in America. But the presence of Natasha Chmyreva, age 17, at No. 2 ahead of Lesley Hunt (Australia) at No. 3, and of South Africa's Anette du Plooy at No. 4, illustrates the advance by this very talented young lady in American tennis.

While Saturday saw Tanner win the revived Manchester Tournament, and New Zealand's 19-year-old Chris Lewis take the Rose's Lime Juice title at Chichester, players at both were more concerned with an analysis of the Wimbledon acceptance list published that morning.

Ashe will be badly assailed in defence of his title by all the leaders with the exception of Manuel Orantes (Spain) and Harold Solomon (U.S.), both pre-ferred to play for Grand Prix tournaments on slow surfaces.

Ferrying to and from Wimbledon, and the champion Maria Bueno of Brazil, who returns to add her far-from-faded skills to the scene.

These two drivers were run off in the same car for eight hours last year and set it on fire. De Cadenet has been world champion for three years, and recently to improve his reliability and says that he is confident the he and Craft could win the race.

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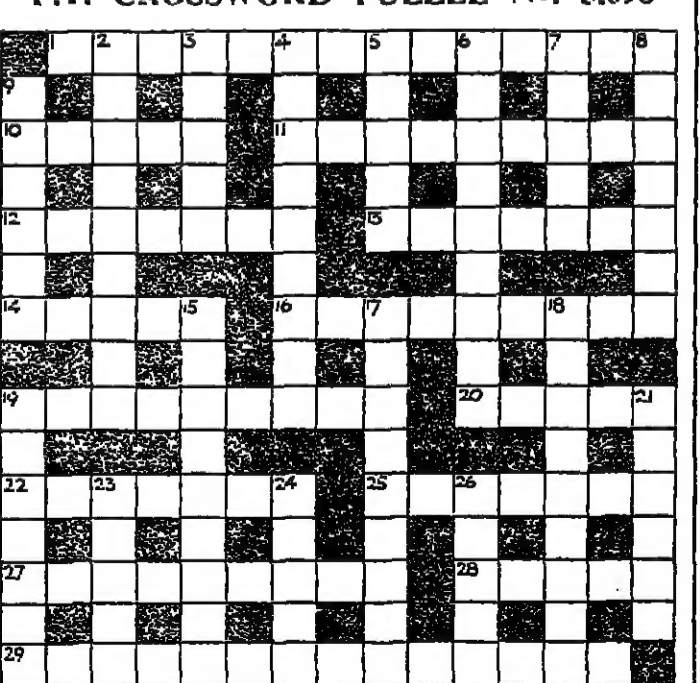
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## TV Radio

† Indicates programme in black and white.

**BBC 1**  
7.05 a.m. Open University (UHF only). 9.30 For Schools, Colleges. 10.45 You and Me. 11.00 For Schools, Colleges. 11.42 Cricket: First Test, England v. West Indies. 1.30 p.m. Burnley. 1.45 News. 2.01 For Schools, Colleges. 3.00 Cricket: First Test, England v. West Indies. 3.58 Regional News (except London). 4.00 Play School. 4.25 Boris the Bold. 4.30 Jackanory. 4.45 Blue Peter. 4.55 Bewitched. 5.40 The Wombles. 6.45 News. 7.00 A Question of Sport.

## F.T. CROSSWORD PUZZLE No. 3,098



- |   |  |
|---|--|
| <b>ACROSS</b>   | <b>DOWN</b>  |
| 1 Discussion creating dejection (14)                          | 2 Rigid home supporter (9)                             |
| 10 A letter found in -onic garb (5)                           | 3 Refuse to make fun of (5)                            |
| 11 Greys prevailing character seen in storm (9)               | 4 Mounted gun-holder to provide with cover (9)         |
| 12 Lachrymose mixture of tar and fuel (7)                     | 5 Get up for an increase in wages (5)                  |
| 13 Turn south-east to defraud and confiscate (7)              | 6 Seat in which it is simple to conduct meeting (4, 5) |
| 14 Dead right afterwards (5)                                  | 7 Call out "It's all right in the evening" (8)         |
| 15 Having feelings for wine badly lured (9)                   | 8 Deal with doctor and editor (7)                      |
| 19 Odd sort of fellow — a mechanical type? (19)               | 9 Crowds going to the Spanish Inn (6)                  |
| 20 "Rubbish" or a mechanical device for turning both ways (5) | 10 Telephones — honestly it sounds correct (5, 4)      |
| 21 One who rests regarding artist's model (7)                 | 11 Entrance with a mixture, it's sweet as honey (9)    |
| 22 Applauded airman with a demand (7)                         | 12 Unusually sleepy—if could be the garlic (9)         |
| 23 Willingness to allow a permitted range of variation (9)    | 13 Make a mistake, a twitch, it's irregular (7)        |
| 24 Start to live with spirit (5)                              | 14 Cause to remember note with care (6)                |
| 25 Lotions of agreement (14)                                  | 15 Whiter and making friend hostile (5)                |
|   | 16 What bowlers have to make                           |
|   | 26 A tone—200 yards of it? (5)                         |

The solution of last Saturday's prize puzzle will be published with names of winners next Saturday.

**Northern Ireland News.** 6.00-6.30  
**Scene Around Six.** 6.30-7.00 Land 'n' Larder: EEC Countries, France. 11.45 News. 11.55 News. 12.00 News. 12.05 News. 12.10 News. 12.15 News. 12.20 News. 12.25 News. 12.30 News. 12.35 News. 12.40 News. 12.45 News. 12.50 News. 12.55 News. 1.00 News. 1.05 News. 1.10 News. 1.15 News. 1.20 News. 1.25 News. 1.30 News. 1.35 News. 1.40 News. 1.45 News. 1.50 News. 1.55 News. 2.00 News. 2.05 News. 2.10 News. 2.15 News. 2.20 News. 2.25 News. 2.30 News. 2.35 News. 2.40 News. 2.45 News. 2.50 News. 2.55 News. 3.00 News. 3.05 News. 3.10 News. 3.15 News. 3.20 News. 3.25 News. 3.30 News. 3.35 News. 3.40 News. 3.45 News. 3.50 News. 3.55 News. 4.00 News. 4.05 News. 4.10 News. 4.15 News. 4.20 News. 4.25 News. 4.30 News. 4.35 News. 4.40 News. 4.45 News. 4.50 News. 4.55 News. 5.00 News. 5.05 News. 5.10 News. 5.15 News. 5.20 News. 5.25 News. 5.30 News. 5.35 News. 5.40 News. 5.45 News. 5.50 News. 5.55 News. 6.00 News. 6.05 News. 6.10 News. 6.15 News. 6.20 News. 6.25 News. 6.30 News. 6.35 News. 6.40 News. 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### Paul Bunyan

by RONALD CRICHTON

Last winter the BBC broadcast Bedford could play down the... Paul Bunyan, an operetta written in 1931 for Columbia University... The operetta was written in 1931 for Columbia University... The operetta was written in 1931 for Columbia University...

### Covent Garden

#### Faust

by ELIZABETH FORBES

When a new production of Gounod's Faust was announced for the autumn of 1974, expectations ran high. The opera had not been heard at Covent Garden since the second world war, but many people had fond memories...

### New York Philharmonic

It is always a pleasure to hear the New York Philharmonic in London: the resilience and snap of their brass, the high-pressure... Leonard Bernstein conducted with his usual extrovert panache and more. It will be a pity if his choreography for Gerstein's American in Paris...

### A Texas Trilogy

A new American dramatist has made a big impact, not with one play, but with three. The playwright is Preston Jones, and the three plays compose A Texas Trilogy. They are scheduled to continue till the end of June at the Kennedy Centre in Washington.

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Mirella Freni and Stuart Burrows

### Theatre Royal, Bath

#### Orfeo

by MAX LOPPERT

Monteverdi's Orfeo is no longer an uncharted experience for modern audiences; yet the shiver of excitement felt during the opening Toccata, promising as it does a 'new world' of opera...

### Royal Shakespeare Theatre

#### The Winter's Tale

by B. A. YOUNG

Last time Trevor Nunn directed this play here, he set the Sicilian scene in the boy Mammilius' nursery. He shares the duty this year with John Barton, and such specific settings are not used at Stratford nowadays; the room we are in is any room in Leontes' palace, but Mammilius is still very much in evidence, running at the guests with his toy harpoon, asking silly questions of his mother's ladies. The story is such a story as he would have told, with the grown-ups quarrelling, people running away to foreign lands, an old man eaten by a bear, a statue that comes to life.

### amalgamated power engineering limited

#### Inflation contained by firm control

Mr. R. F. Batty views the future with confidence

The Annual General Meeting of Amalgamated Power Engineering Limited will be held on 1st July in Bedford. The following is an extract from the statement by the Chairman, Mr. R. F. BATTY, which has been circulated to Shareholders with the Report and Accounts for the year ended 31st December 1975.

Our subsidiary company in Canada increased in 1975 by 67% which was accompanied by a very substantial increase in profitability.

#### DIVIDENDS

Your directors are recommending the payment of a final dividend of 2.301837 pence per share which, with the interim dividend of 1.02575 pence per share makes a total of 3.327587 pence per share.

#### TRENDS AND PROSPECTS

Order intake is reasonably satisfactory in that manufacturing capacity in the U.K. will be fully employed in 1976 with the possible exception of the Pershore gearing division. Our order books are not over-extended and the margins on contracts to which we are already committed are now realistic. The physical level of output ought to be comparable with previous years and in these circumstances trading profits reflect the margins which the Manufacturing Divisions can obtain in competition with overseas suppliers of comparable equipment.

#### OVERSEAS MANUFACTURING

Our activities in South Africa and India accounted for 65% of the profits coming from our overseas companies in 1975. The South African company increased its turnover by 23% and considerably improved its profitability. Belliss & Morcom (India) Ltd. increased its turnover by 40% and its profit contribution to the Group as an associated company increased by over 40%.

#### OVERSEAS SELLING

In 1975, direct exports of Group manufacture in the U.K. increased by £4.2 million to £16.5 million which represented 41.9% of Group turnover. Our overseas subsidiary and associated companies accounted for the sales of just over 40% of Group direct exports; sales through other channels, mainly agents, accounted for the remainder.

#### FINANCIAL SUMMARY

Year to 31st December	1975	1974
Turnover	39,371	32,527
Profit before Taxation	1,583	1,704
Taxation	694	790
Profit after Taxation	889	914
Dividends, exclusive of tax credits	342	314







# OVERSEAS NEWS

## OBITUARY

### Paul Getty: the richest man in the world

By Jay Palmer and Ray Dafter

IF YOU can count your money, Paul Getty once told an interviewer, "you can't be a billionaire." Although probably the richest man in the world and the author of books and numerous anecdotes about the trials and tribulations of wealth, Getty himself always argued that, actually, talking about his native country, nearly a truism. "There is no glory in being remembered as a money-bags," he would be considered a businessman.

On his death this week-end in England at the age of 82, Jean Paul Getty will certainly be remembered as much for his success in building up the Getty Oil Company as for his personal wealth, most recently estimated at between \$300m and \$350m. He ranks alongside such business titans as Vanderbilt, Mellon and Henry Ford, the New York Times wrote two years ago.

But at the same time, Getty will also be remembered as a strange, seemingly lonely and increasingly near-sighted, who built his native country nearly 17 years ago to travel between his homes in England, the Persian Gulf and Italy. Once courted by the media, he was to be photographed with celebrities and to discuss his extensive art collection, Getty shied away from the limelight when his grandson was kidnapped and held to ransom in 1973.

The Getty business empire, with annual sales of about \$300m (£174bn), covered over 50 consolidated, oil-related, wholly-owned subsidiary companies throughout the world. The vast majority of the Getty Oil group's business is centred on oil exploration and development. Some \$250m is to be spent on these activities in the U.S. this year. However, the interests also include mineral exploration, nuclear fuel services, shipping and transport and real estate. Some of the corporation's land has been leased to farmers growing such crops as cotton, garlic, and potatoes, although in recent times the group has been re-evaluating its land and property businesses.

The business grew from the initial enterprise of his father, George Franklin Getty, a lawyer by profession, who entered the oil industry in a big way in the early 1900s. He had become attracted to the oil business while visiting Bartlesville, Oklahoma, in 1903; he invested in a successful oil lease and his Minnehoma Oil Company blossomed.

Paul Getty was born in December 1892, and educated in California and Oxford, where he took a degree in politics and economics in 1914. He learned the basics of the business as a roughshod and foot-dresser—two of the drilling functions—and at the age of 21, he purchased wildcat parents' help some speculative oil leases in Oklahoma, with such success that he was able to retire two years later, in 1916, with his first million dollars.

Three years later, with the first of his five marriages and divorces already behind him, Getty returned to wildcatting and by the start of the depression had accumulated a fortune of \$3m and a one-third stake in a family company that was later to evolve into Getty Oil. During the economic slump, he bought a controlling interest in the Getty Company from his mother and started his empire building with the purchase of Pacific Western Oil.

Getty did not follow the usual billionaire's path of using his fortune to endow charitable foundations. "If I were convinced," he wrote, "that by giving away money I could make a real contribution to the problem of world poverty, I would give away 99.5 per cent. immediately. But a hard-earned appraisal of the situation convinces me otherwise."

## Todd release could hit Rhodesian Front unity

By TONY HAWKINS

SALISBURY, June 6.

RHODESIAN Prime Minister Ian Smith is pushing ahead with his new political initiative despite growing evidence of disunion within his party. The release of Mr. R. S. Garfield Todd, Minister of Education, and the publication—probably on Wednesday—of the report of the Commission of Inquiry into Racial Discrimination will not be welcomed by his hardline supporters.

At the same time Mr. Smith insisted in a lead interview that Rhodesia has the spare capacity to deal with any escalation of the guerrilla war on the border. He warned that if Mozambique troops joined in the conflict on the side of the Rhodesian nation, all would be well. "They will have to face up to the consequences," he said in a newspaper interview today, the chairman of the ruling Rhodesian Front party.

Mr. Des Forster, who only last week warned that the abolition of race discrimination in Rhodesia would lead to the destruction of the country, said that if the report came out, it would be a blow against the party's principles. "I will say so. I will not hedge. We are reaching a point where we will either go one direction or the other," he said.

Mr. Forster implied that he would go along with moves to abolish party discrimination, but drew a clear line in the fields of health and education where, he said, "people must have the right to run their own affairs." The release of Mr. Todd—after nearly 4½ years in restriction at his ranch in the Rhodesian Midlands—was unlikely to be popular with the hardliners, but Mr. Todd, who will be 68 next month, is unlikely to take any active role in politics. He said at the week-

end that he could not see any role for himself to play at present. However, earlier this year Mr. Joshua Nkomo did say he wanted Mr. Todd as an adviser in his talks with the Government, and if talks were to be resumed then Mr. Todd might be invited by the Nationalists to participate. He is unlikely to join any White party.

In his interview, Mr. Smith said yesterday that Rhodesia had spare manpower resources and the financial capacity to deal with any additional threat on its borders. He was commenting on Lusaka reports that Zambia would train guerrillas and allow them to use bases within Zambia for incursions into Rhodesia. He also said he thought it unlikely that Mozambique would use its troops in the war against Rhodesia.

## Election violence hits Italy

By DOMINICK J. COYLE

ROME, June 6.

THE WIDESPREAD popular assumption of a peaceful election process, based on previous behaviour, that violence is a necessary part of the Italian electoral process, came to be realised this week-end with a number of serious shootings and deaths at a political meeting here in Rome, and the destruction in the early hours of this morning of a venue at which the neo-fascist MSI was to stage a political rally to-day.

Both incidents, in fact, involved the neo-fascists, whose 37 per cent. (almost 3m) votes of the national vote in the last general election could, given an at least partial change in allegiances this time, play a large part in determining the outcome of the June 30-2 elections. In particular, the transfer of a significant number of MSI votes to the long-ruling Christian Democrats could prevent the Italian Communists (PCI) emerging as the largest single party. Senator Amintore Fanfani, the former Prime Minister campaigning for the Christian Democrats, has in recent days been making an undisputed appeal to traditional MSI supporters to vote on this occasion for the CD, mainly on the basis of keeping the Communist out of power. The assumption of most political observers here is that recent incidents of violence at neo-fascist rallies will reduce the MSI vote this time, to the benefit of the Christian Democrats.

In the turbulent way that Italian politics, there have even been suggestions that Christian Democrats' activists have been behind the violence at right-wing meetings in order to discredit the MSI, although the much more reasonable assumption must be

that Left-wing forces, particularly those of an extra-parliamentary nature, were behind the attacks at an MSI rally in Piazza Venezia here on Friday at which a number of people were injured, and the destruction by fire early today of a Rome theatre, in which the neo-fascists were to hold an election rally.

While the Vatican continues to support the largest Congressional Christian Democratic Party, the Catholic Church has been persuaded on this occasion to condemn neo-fascism in much the same terms that it criticised the Communist party some weeks ago. On the other hand, Senator Fanfani and his right-wing associates in the CD remain free to appeal for electoral support from the political right, while the party's Left-wing faction, represented by party secretary Benigno Zaccagnini and outgoing Premier Aldo Moro, are seeking to win back the party through their liberal image among voters on the electoral middle ground who rejected the party in the June 15 regional elections last year.

## Kissinger in Chile

By HUGH O'SHAUGHNESSY

SANTIAGO, June 6.

DR. HENRY KISSINGER, the U.S. Secretary of State, arrives here to-morrow for the General Assembly of the Organisation of American States, on a four-day visit which signifies the seal of U.S. diplomatic approval for the Pinochet regime.

Coming as it does shortly after the approval of a U.S. loan to Chile of more than \$100m, the Kissinger visit is seen as a continuation of the U.S. policy which helped General Pinochet into power in 1973.

On the cultural side, Dr. Kissinger's visit is backed up by the visit of an American ballet company as part of Chile's celebrations of the U.S. Bicentennial. The meeting has been boycotted by Mexico, which has no diplomatic relations with the junta.

In his inaugural speech to the

assembly on Friday, General Pinochet delivered a slashing attack against détente and put his country forward as a model for the defence of human rights, which, he suggested, might be inhibited with profit by other countries of the region.

The OAS meeting, which continues until June 18, is expected to consolidate the diplomatic alignment of the Right-wing majority in the Organisation, and reaffirm the hostility of Governments such as Chile, Brazil, Uruguay, Paraguay, Haiti, Argentina and Nicaragua, to changes in the status quo.

With the recent election of a conservative majority to the Human Rights Commission of the Organisation, no action is expected on issues of torture and violation of human rights in the region, though a few delegations, notably that of Jamaica, have been pressing for such action.

## Spanish bishops make torture charges

By ROGER MATTHEWS

MADRID, June 6.

TWO SPANISH bishops this week-end accused some police officers of becoming hardened to the point that they considered torture to be a legitimate method of obtaining information or confessions.

This outspoken attack by the two bishops of San Sebastian, read in many churches throughout the Basque region, was further emboldened by the Government, which last week sought to stifle discussion of torture by declaring all alleged cases and judges pending the results of an official inquiry. It will aggravate Church-State relations at a moment when they had shown signs of improving following the accession of King Juan Carlos. Two years ago, the re-me tried to expel the bishop Bilbao for suggesting in a pastoral letter that the Basque people should be given greater linguistic and cultural freedom. The bishops warned that the road to liberty was being endangered again by violence. Terrorist attacks had not been halted, repression was getting worse and there had now emerged groups who thought they could re-establish order through violence.

The Basque separatist organisation, ETA, was indirectly accused by the bishops of frightening people from their homes by their demands for money and threats of death. The reaction of some police officers had been to employ torture and other forms of mistreatment as a matter of course. Mr. Carlos, meanwhile, returned to Madrid this morning after an apparently highly successful four-day visit to the U.S. during which he pledged monarchy to establish democracy in Spain. Apart from the

favourable impression created among U.S. politicians, the trip may also have served to encourage the King to give more active support to the reformist members of the Government. The Foreign Minister, Señor Jose Maria de Arellano, who organised the King's visit, has also improved his own stature as the most liberal-minded member of the Government and thus his chances of succeeding Prime Minister Carlos Arias should a Government crisis occur in the next few months.

## Giscard, Chirac talks continue

Talks were continuing yesterday between President Giscard d'Estaing and his Prime Minister, Mr. Jacques Chirac, in an effort to head off a split in his ruling Government coalition that might have the gravest political consequences, writes Rupert Cornwell from Paris.

Mr. Chirac arrived yesterday evening at the Presidential retreat at Breignançon on the Mediterranean coast where M. Giscard d'Estaing is spending the Whitsun week-end with his

family. So far no word has leaked out on the discussions.

The risk of a split in the majority—and the most serious political crisis to confront the President since he took office in 1974—has arisen from the opposition of much of the Gaullist UDR Party, still the largest in the National Assembly, to the capital gains tax which the Government is trying to push through. The tax proposals have coincided with deep anxiety within UDR ranks at the shift in France's defence strategy away from traditional Gaullist thinking, and towards a reduced reliance on a purely nuclear deterrent, and closer co-operation with NATO.

## Candidacy legal

The Portuguese Supreme Court yesterday declared that Prime Minister Jose Maria de Azevedo's candidacy in Portugal's presidential elections was legal after the admiral alleged there was a military conspiracy against him. Reuter reports from Lisbon.

## Minister dies

The newly-elected chief Minister of the East Malaysian State of Sabah, Mr. Tun Pua Stephens, his son, and three State Ministers, were among 12 people killed in an air crash near the State capital, Kota Kinabalu, yesterday, our correspondent in Kuala Lumpur reports.

## Alcan walkout

Pickets continued around the Alcan Kitimat smelter in northern British Columbia, writes Robert Gibbons from Montreal. The Canadian Association of Smelter and Allied Workers had narrowly failed earlier to continue the illegal walkout which began last Thursday over a local grievance affecting welders. Alcan Aluminium said its Canadian smelters are now working at only one-third of capacity because of the walkouts by union members mainly in Quebec.

## INSURANCE

### Health and Safety Act raises risk of more prosecutions

By OUR INSURANCE CORRESPONDENT

UNDER EMPLOYERS' liability policies, insurers have provided for many years cover for the legal costs incurred by the policyholder in defending a prosecution for any breach of statutory duty causing injury which could lead to a claim.

In doing this insurers have found it necessary to get to grips with all the facts they will have to consider when dealing with the injured employee's claim for damages. But they have not normally paid defence costs in prosecutions where no one has been injured.

Now, however, times are changing. With the Health and Safety at Work Act 1974, the risk of prosecution, in theory at least, has been considerably enhanced. In practice, until there are more enforcement officers to launch prosecutions, the risk is more apparent than real.

But Sections 2 to 8 of the Act lay down a host of safety duties of employers to employees and the public; of persons in control of premises; of manufacturers, designers and suppliers; and of employees, including the duty not to interfere with or misuse anything provided for the safety of health and safety.

If you think the Act is likely to make too heavy reading, have a look at pamphlets HSC2 and

HSC3 published by the Health and Safety Commission. Because of the duties laid down, employers, particularly, and employees are now showing much greater interest in insurance cover for the legal costs of defending prosecutions, irrespective of whether the particular incident leading to a prosecution has involved injury.

## Safety need

Insurers and brokers think that insurers should have an interest in establishing an even greater degree of safety, and that insurers' involvement in defending non-injury prosecutions may enable them to prevent injuries that might occur if they were to take no action. Not all insurers hold these views, but competition is likely to force them all to join in the provision of some cover. As might be expected, there is no unanimity of view on how cover should be given or what price should be charged.

But the majority of insurers will add to their employers' liability policies for additional premium, some legal defence cover—certainly against prosecution for breaches of statutory duty that are likely to cause injury and disease, and perhaps more.

Last week, in the motor in-

surance context, I mentioned a new range of legal expense policies just introduced by DAS Legal Expenses Insurance of Bristol. Two of these new policies have been designed to meet the demand for defence cover stimulated by the 1974 Act.

One policy is for employers, to deal with prosecutions launched under Sections 2 to 5 of the Act, with Section 6 prosecutions (the manufacturing designing and supplying duties) as an optional extra.

The other policy is for employees, including directors and officers of companies, to deal with prosecutions under Sections 7 and 8. Section 27 provides that a director or other officer of a limited company can be prosecuted personally in connection with any offence said to have been committed by the company.

These two policies pay not only for the legal costs of defending prosecutions under these sections but also for any prosecution costs which the defendant is ordered to pay upon conviction. What they do not cover, and what no employers' liability policy will insure, whether or not it has been extended to include any 1974 Act prosecution cover, is the payment of any fine exacted by the courts, insurance against the penalty itself is, clearly contrary to public policy.

## Mercedes rushes truck sales

By TERRY DODSWORTH, MOTOR INDUSTRY CORRESPONDENT

AFTER A year in which British commercial vehicle manufacturers managed to hit back at the recent successes of Continental producers, a fresh challenge is coming from Europe's largest truck manufacturer is aiming to expand its share of the U.K. market from less than 1 per cent. last year to about 5 per cent. in 1980.

Underlying Mercedes' plan is the fact that the U.K. has the largest commercial vehicle market in Europe. During its time as a subsidiary of Thomas Tilling, Mercedes' U.K. company concentrated its energies on the luxury end of the car range, but over the last two years the parent organisation has re-directed efforts towards commercial vehicles.

So far, the German company has failed to catch up with other leading Continental manufacturers such as Volvo, partly because of the discriminatory tariffs that previously favoured British producers. With EEC tariffs now being quality products at premium prices will work in Britain, where commercial vehicle operators have been weaned on generally lower prices.

Mercedes has invested in a new computer-controlled warehouse at Hayes, Middlesex, for both commercial vehicles and cars. The investment is designed to service sales of up to 15,000 commercial vehicles a year by the end of this decade and about 10,000 cars—sales of which are also expected to double.

Mercedes' plans indicate that the real challenge in the commercial vehicle market after Britain's entry into the EEC has yet to come. Flat, the Continent's second largest producer, since its reformation of the European-wide Iveco organisation is also intending a big push in the U.K.

Both Fiat and Mercedes now have a range of heavy trucks which could pose a threat to the pre-eminence of Volvo and Scania. It remains to be seen how well Mercedes' policy of selling quality products at premium prices will work in Britain, where commercial vehicle operators have been weaned on generally lower prices.

## Miners to shut seaside hotel

MINERS in Staffordshire are to close their hotel in Blackpool, the 44-bedroom Russell. It has been used as a welfare convalescent home for North Staffordshire miners for 25 years and is in close to October due to "ouring costs and under-use."

It is planned to share the Lancashire miners' home in Blackpool.

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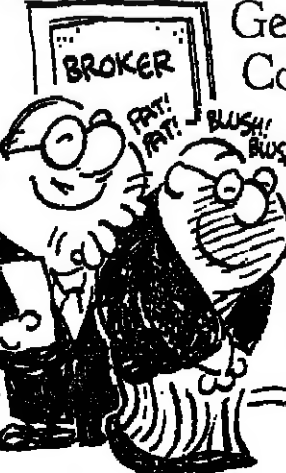
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Summary of Group results year ended 31st December	1975	1974	1973	1972	1971
Turnover	£2000	£2000	£2000	£2000	£2000
Profit before Tax	5.186	4.031	2.829	2.314	1.910
Profit after Tax and Minority Interest	342	371	252	200	124
DIVIDENDS PER SHARE	2.438p	2.285p	2.051p	2.019p	5.5p
	(net)	(net)	(net)	(net)	(gross)
Earnings per Share	9.2p	9.8p	7.0p	6.9p	4.8p

\* Adjusted for scrip issue

The following are points from the Statement of the Chairman Mr. A. J. Perryman, presented to the A.G.M. held on 4th June, 1976.

**RESULTS** Group sales increased by 29% but profit was reduced by 7½%. The retained profit, however, has increased from £106,131 to £108,228. The Directors are recommending a final dividend of 1.9102p making a total of 2.4386p for the year against 2.2852p last year. Our cash situation changed from a Group overdraft last year of £314,864 to a cash balance of £23,971. We have a £200,000 medium-term bank loan.

**FUTURE** The Group is going through a consolidation period. Growth has been very rapid in the last five years and as a result much of the organisation has been stretched to the limit. We must export on a very much bigger scale and to the E.E.C. in particular. Much of our new equipment has been installed with this in mind. We have to expand our export organisation, which will be costly but the potential volume and profit is available in Europe.

**DIRECTORS** At the Annual General Meeting Mr. C. R. Nunny (Executive Director of Wix Corporation U.K. Ltd.) and Mr. H. M. Keegan (a former Director of Yardleys) were appointed to the Board. Mr. A. J. Perryman, retired as Managing Director but remains as Chairman. Mr. C. J. S. Sanden has succeeded him as Group Managing Director.



# The Executive's and Office World

The Halifax Building Society has spent £11m. on a new headquarters which is intended to last without major changes into the 1980s. Nicholas Leslie looks at the concepts which influenced its design.

## Creation of a 'giant paper factory'

THERE ARE probably few senior executives of large financial institutions who would proudly declare "We are primarily a giant paper factory." One man however who takes just this view is Mr. Gordon Sykes, director and general manager of the Halifax Building Society, whose company has invested £11m. in building and furnishing a somewhat controversial structure near the outskirts of its home city.

In keeping with its role as the world's largest building society, with assets of £4.5bn. that amount to almost one-fifth of the total for the U.K. societies, the Halifax decided to build an office block that would still be functioning in the 1980s without further capital expenditure.

The brief laid down for the building was to house the society's general mortgage processing work and to provide a headquarters base for the top directors and executives of the Halifax which has 350 branches around the country.

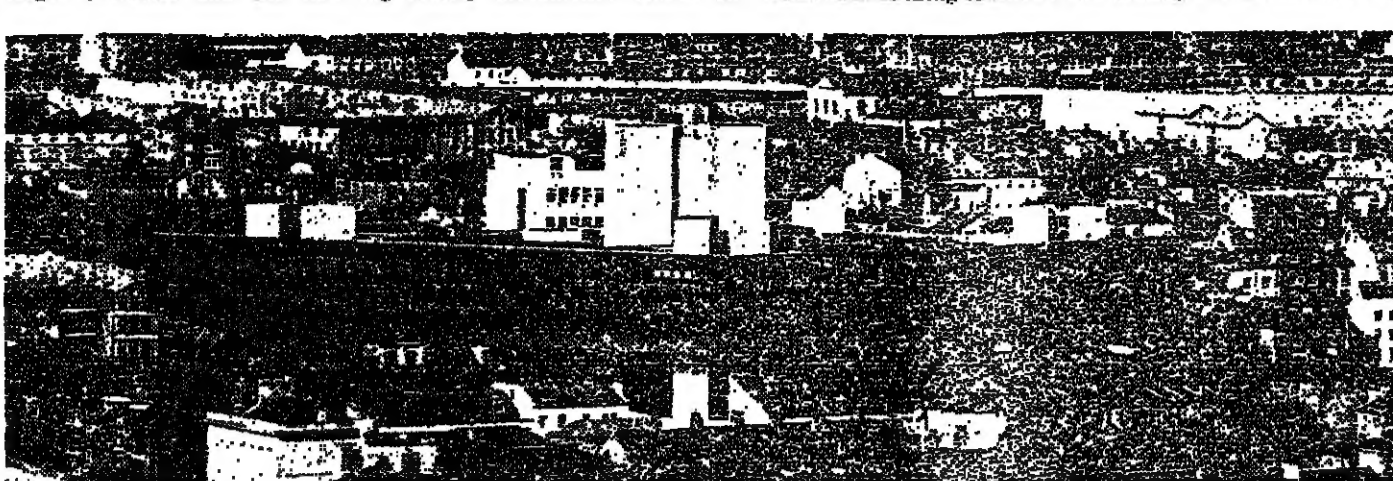
taken to improve administrative efficiency, with the introduction of computerisation of both mortgage and investment data in a specially designed building adjacent to the site of the new building. But it was clear that mortgage processing would have to be housed in larger premises and the new

floor. Estimates were made that the workforce involved would grow to a maximum of 500—based on an assumption that the Halifax probably has limited growth potential since it may be politically undesirable for it ever to own more than one-quarter of the building society movement's assets.

finalised in some way was not a retrograde step. But Mr. Sykes says it was dictated by the size of the site and he makes the further point that "when we were first going into the building we thought that as an executive we controlled the in 4 feet or 5 feet heights, with the screens being used to hang on items such as filing cabinets, and dealing with problems in the

familiar with it. They were shown "mock ups" of the type of office they would occupy. Subsequently, the day staff moved—following a week-end in which documents and other items were transferred—everything went smoothly, says the society.

When planning for the new building got under way in 1968, the number of mortgage staff totalled 216; by 1973 it was 300. Increased productivity which followed the move has enabled staff members to be held constant for two years and it is only recently that the numbers have risen to 350—there is therefore still space for another 150. So it may not be till the mid-1980s that the Halifax will know whether its estimates about total staff numbers are right.



Designed by the Building Design Partnership, the new head office of the Halifax Building Society, seen here from the East, gives its staff a clear view over the surrounding area.

### No expense spared

The result is a headquarters building whose costs amounted to £7.7m. of the total £11m. by the time it was completed three years ago, and which looks as though no expense was spared in the materials used. Mr. Sykes acknowledges this, but adds that the most that could have been saved by trimming the back would have been some £300,000 and that to have done this would have limited the building's use in the future.

Located on a one-acre site, the new headquarters was first planned by the society in the mid-1960s when it was realised that, with a workload expanding at about 12 per cent. a year, the society was rapidly outgrowing its existing building. This was in the town of Halifax and had served as a headquarters for around 50 years, usually being enlarged on an ad hoc basis. Steps had been

building was then conceived on the basis that its design should accommodate future business expansion without any structural extensions.

The result is a striking building which, even though it has won acclaim in the architectural profession, has also aroused local controversy on the grounds that it dominates the surrounding area. Located on the outskirts of Halifax, its external appearance stems to a considerable extent from consideration for those who work in it as well as for those in offices and a residential area nearby; but its critics claim it has failed because it is out of character with the area.

One reason for the building's dominating appearance stems from early decisions that the staff should have a clear view of the surrounding town and country and that, for the sake of efficiency, both the mortgage processing and administrative work should be housed on one

As a result it was calculated that the office for mortgage processing and administration would require one whole floor on the 50,000 square foot site.

To provide the required view the office was therefore positioned on the third floor, with the directors and senior executives above. This led to these two floors being suspended on columns with a large girder network—which houses all heating and air conditioning equipment—while the reception area and facilities such as restaurants and cloakrooms were placed beneath.

### Open plan office area

The third-floor office was built on an open plan to provide the most effective way of processing the mortgage business. But whether it would be fully open or screened or sec-

desk tops, pin boards, cupboards and lighting. Any shape of "room" (or station) would require one whole floor on the 50,000 square foot site.

Halifax believes it has achieved considerable flexibility with this system because the layout can be revised when the functions or work loads of different parts of the office change. Since the building was opened, the office layout has been completely changed four times already—although those involved insist that this does not mean that the system has failed or that what the Halifax planned was wrong, but merely that workloads and functions do change and that this can be accommodated.

A major change in the move was that top executives and management were separated from the main body of employees, and there has been some outside criticism that this

branches. We are now a more effective policy making body."

Another point he makes is that control of the operations carried out on the third floor has been changing in recent years towards "team management" whereby each manager involves staff more closely in the overall function beyond their own work. It is felt the flexibility of the open plan has helped this process.

The directors and senior executives decided against open plan for themselves and have traditional offices on the outer edges of the building, connected by glazed passageways which look out on to open courtyards with fountains. There are also six expensively designed and equipped bedrooms for their use—the justification for these is that Halifax is very poorly provided with hotel accommodation.

Employees were brought into consultations on the design of the building when the interior layout, decoration, and office furniture came to be considered. Mr. Sykes believes the employees had a strong influence on this.

Because everything in the building was new, staff were also shown round the building at different stages of construction so that they could become

### Basement in rock

A large, three-floor basement excavated through rock accommodates mortgage deeds and car parking. Eventually there will be about 2m. of deeds and associated correspondence files—the Law Society requires the deeds to be kept in paper form rather than on computer or microfilm.

The services in the building are of an advanced design because the Halifax management wanted to keep maintenance work to a minimum. There is an automatic handling system for ferrying trust deeds between the basement and the third floor which, although rather noisy when in heavy use, provides what the Halifax regards as an essential "sophisticated paper flow."

The heating and ventilation has been designed to conserve heat—for example, heat from lighting is recycled in ducts above the ceiling, and excess heat in one area is re-directed in cooler areas. This was decided upon before the oil crisis made conservation a necessity and so provided a bonus on energy costs. "I cannot remember what the costs are, because they don't worry me," says Mr. Sykes.

### MANAGEMENT GAME

## Teams line up for the final

THE COMBINATION of a strike and a cold economic climate has now reduced to 16 the number of businesses surviving in the 1976 national management championship, which started in January with an entry of 946 teams. But even though the trading outlook for the semi-final round of the competition is distinctly brighter, by the time the round ends on June 30 the list of survivors will be down to four.

The quartet of finalists will then face an added difficulty. Up to and including the semi-finals the rounds of the annual competition are played by post, allowing each team several days to decide what prices to charge for their "paper" consumer-durable companies' products, and how much of their cash to allocate to marketing, production, transport, research and development, and so on.

But in the final, to be played in London on July 27, the time allowed for each set of decisions will be cut to about half an hour, followed by only a short rest until the computer works out what has happened to each company as a result and calls for a further set of decisions.

In spite of this harassing prospect, no fewer than 5,500 teams have paid their money for the chance of winning the championship title with the first prize of £500.

The first national management game was staged in 1970 by the Financial Times with ICL and the Institute of Chartered Accountants in England and Wales, who have now been joined as associate sponsors by the CBI and the Institute of Directors. If one includes the people who have played in the other countries which have since adopted the idea of the game, the total number who have taken part must be fast approaching 100,000.

Moreover, several concerns send teams to the starting line year after year. The list of the semi-finalists this time, for instance, includes The Littlewoods Organisation, whose four-man team took the title last summer. IBM and Gulf Oil have

arguably gone one better, and cause each have two teams in the list.

The other 11 are from B. of America, ICI Mond, Concor British Nuclear Fuels, Ammunition Division, K. Carpets, Rank Xerox, Mid Bank, the accountancy firms Thornton Baker and of Art Young McClelland Moores, a privately entered partners whose two members work Coopers and Lybrand and West Midlands Gas Board.

So, as usual, the champions—and the honour of representing the U.K. in an international contest to be played in Dublin September—is bound to be by people from the management ranks of the real world.

But the same will not necessarily apply in the case of year's subsidiary national test for the £200 "Fla award. This competition is for entry by teams which knocked out of the main championship in the first round. More than 100 have taken this second chance but this has been whittled down to a semi-finalists' list of 12 which includes yet other teams: the Littlewoods Organisation and ICI Mond.

But the list's most notable feature is a pair of teams posed mainly of school pupils. One of them comes from South-East Essex sixth college, and the other Bedford School. Since the game according to numerous people who have played it, provides valuable training in "business teamwork" as well as per se somewhat masochistic element, the arrival of a couple of school teams in the semi-final is a welcome development.

Even so, the youngsters well outnumbered by industry and commercial players, remaining eight semi-finalists in the subsidiary contest from Hoover, H. J. Heinz, C. D. Searle pharmaceuticals, for concern, Schroder Comp Instance, includes The Littlewoods Organisation, whose four-man team took the title last summer. IBM and Gulf Oil have

### BIM plans may worry specialists

PLANS FOR the British Institute of Management to abandon its charitable status so that it can campaign openly on behalf of its members was given a qualified welcome over the weekend by the Institution of Works Managers.

Talks started recently between the two organisations on the possibility of linking up with a joint affiliation bringing together the BIM's 52,000 individual and 13,000 corporate members with 18,000 works managers.

One possibility is that a Council of British Managers would be formed to link the two organisations, and others that might decide to join later.

It was assumed this background that Mr. B. J. Watkins, the Works Managers' deputy chairman indicated at the weekend that he was concerned the BIM with the new plans might announce on Thursday, might swamp smaller specialist organisations.

"The BIM represents a very broad spectrum of companies and, more especially, individuals with the title of manager who have varying degrees of authority and responsibility," said Mr. Watkins.

But there are numbers of professional bodies of managers, like ourselves, with special types of membership whose courses require particular consideration, and must not be lost among the multitude."

### New York jobs on computer

WITH THE assistance of an IBM computer, 213,000 people were placed in private sector jobs by the New York department of labour during the 1975 financial year. The department has 32 field offices in the city, each linked to a central computer.

Employers inform the service of positions available and the qualifications required. An applicant fills in a form listing his requirements and is subsequently interviewed by a member of the department's staff. The application is sent by a computer terminal to the central computer which searches its job bank and, within seconds returns a list of job possibilities that are printed out on paper.

### NEW POSTAL RATES FOR PARCELS AND SOME LETTERS FROM TODAY

## No increase for letters up to 150grams (over 1/4lb)

Some postal prices increase today but the changes affect only inland letters over 150 grams, and inland parcels. Most ordinary letters are not affected—over 95% of letters are within the 150 gram limit. Leaflets containing the new rates are available at post offices.

Inland letters			Inland parcels		
Not Over	Over	Second Class	Not Over	Ordinary Parcels	Local Parcels
60g (2.1oz)	81p (no increase)	5p (no increase)	1kg (2.2lb)	55p	45p
100g (3.5oz)	11p (no increase)	6p (no increase)	2kg (4.4lb)	70p	60p
150g (5.3oz)	15p (no increase)	7p (no increase)	3kg (6.6lb)	85p	75p
200g (7.1oz)	17p	8p	4kg (8.8lb)	100p	90p
250g (8.8oz)	19p	9p	5kg (11.0lb)	115p	105p
300g (10.6oz)	21p	10p	6kg (13.2lb)	130p	120p
350g (12.4oz)	23p	11p	7kg (15.4lb)	145p	135p
400g (14.1oz)	25p	12p	8kg (17.6lb)	160p	150p
450g (15.9oz)	27p	13p	9kg (19.8lb)	175p	165p
500g (17.6oz)	29p	14p	10kg (22.0lb)	190p	180p
550g (19.4oz)	31p	15p			
600g (21.2oz)	33p	16p			
650g (23.0oz)	35p	17p			
700g (24.8oz)	37p	18p			
750g (26.6oz)	39p	19p			
800g (28.4oz)	41p	20p			
850g (30.2oz)	43p	21p			
900g (32.0oz)	45p	22p			
950g (33.8oz)	47p	23p			
1000g (35.6oz)	49p	24p			
1050g (37.4oz)	51p	25p			
1100g (39.2oz)	53p	26p			
1150g (41.0oz)	55p	27p			
1200g (42.8oz)	57p	28p			
1250g (44.6oz)	59p	29p			
1300g (46.4oz)	61p	30p			
1350g (48.2oz)	63p	31p			
1400g (50.0oz)	65p	32p			
1450g (51.8oz)	67p	33p			
1500g (53.6oz)	69p	34p			
1550g (55.4oz)	71p	35p			
1600g (57.2oz)	73p	36p			
1650g (59.0oz)	75p	37p			
1700g (60.8oz)	77p	38p			
1750g (62.6oz)	79p	39p			
1800g (64.4oz)	81p	40p			
1850g (66.2oz)	83p	41p			
1900g (68.0oz)	85p	42p			
1950g (69.8oz)	87p	43p			
2000g (71.6oz)	89p	44p			
2050g (73.4oz)	91p	45p			
2100g (75.2oz)	93p	46p			
2150g (77.0oz)	95p	47p			
2200g (78.8oz)	97p	48p			
2250g (80.6oz)	99p	49p			
2300g (82.4oz)	101p	50p			
2350g (84.2oz)	103p	51p			
2400g (86.0oz)	105p	52p			
2450g (87.8oz)	107p	53p			
2500g (89.6oz)	109p	54p			
2550g (91.4oz)	111p	55p			
2600g (93.2oz)	113p	56p			
2650g (95.0oz)	115p	57p			
2700g (96.8oz)	117p	58p			
2750g (98.6oz)	119p	59p			
2800g (100.4oz)	121p	60p			
2850g (102.2oz)	123p	61p			
2900g (104.0oz)	125p	62p			
2950g (105.8oz)	127p	63p			
3000g (107.6oz)	129p	64p			
3050g (109.4oz)	131p	65p			
3100g (111.2oz)	133p	66p			
3150g (113.0oz)	135p	67p			
3200g (114.8oz)	137p	68p			
3250g (116.6oz)	139p	69p			
3300g (118.4oz)	141p	70p			
3350g (120.2oz)	143p	71p			
3400g (122.0oz)	145p	72p			
3450g (123.8oz)	147p	73p			
3500g (125.6oz)	149p	74p			
3550g (127.4oz)	151p	75p			
3600g (129.2oz)	153p	76p			
3650g (131.0oz)	155p	77p			
3700g (132.8oz)	157p	78p			
3750g (134.6oz)	159p	79p			
3800g (136.4oz)	161p	80p			
3850g (138.2oz)	163p	81p			
3900g (140.0oz)	165p	82p			
3950g (141.8oz)	167p	83p			
4000g (143.6oz)	169p	84p			
4050g (145.4oz)	171p	85p			
4100g (147.2oz)	173p	86p			
4150g (149.0oz)	175p	87p			
4200g (150.8oz)	177p	88p			
4250g (152.6oz)	179p	89p			
4300g (154.4oz)	181p	90p			
4350g (156.2oz)	183p	91p			
4400g (158.0oz)	185p	92p			
4450g (159.8oz)	187p	93p			
4500g (161.6oz)	189p	94p			
4550g (163.4oz)	191p	95p			
4600g (165.2oz)	193p	96p			
4650g (167.0oz)	195p	97p			
4700g (168.8oz)	197p	98p			
4750g (170.6oz)	199p	99p			
4800g (172.4oz)	201p	100p			
4850g (174.2oz)	203p				
4900g (176.0oz)	205p				
4950g (177.8oz)	207p				
5000g (179.6oz)	209p				

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مكتبة الامم



## FINANCIAL TIMES REPORT

Monday June 7, 1976

## Telecommunications and Radio

Even before last autumn's drastic order cuts, the Post Office's belated adoption of electronic designs had started an inevitable rundown of employment among its suppliers. Now the manufacturers must look urgently for new markets. Relaxation of the PO monopoly would help them.

AT THE very time when the long surge in Post Office equipment orders has been brought to an abrupt halt, some of the other markets which have been booming—such as military communications—are becoming far more competitive than in the past.

The situation will be compounded over the next few years by the impact of electronics on the factory floor: far more bought-in materials, far less labour (the trend was analysed in detail in the Financial Times on May 13). This is an obvious prescription for a shrinking industry, unless the antidote of successful diversification into allied markets can be applied.

Many of the industry's executives express private concern that the P.O.'s monopoly makes it impossible for them to exploit the full British market for potential for a wide range of business and domestic apparatus (from loudspeaking radio-phones to sophisticated radio and data communications equipment). Estimates of this available but untapped market

go as high as £130m. a year; to this one must add the export potential which would ride on the back of a new high-volume market at home.

The development of the interconnect market in the United States has clearly increased the demand for communications equipment there and Bell itself admits that competition has forced it into offering some products which would otherwise have taken longer to appear.

In the P.O.'s favour, it can be argued that top priority should be given to the need to safeguard the customer, both technically and on the permanent availability of adequate spares and maintenance—a facet which is disregarded by some international suppliers. An alternative, which would speed the process of designs through the P.O., would be for it to adopt more proprietary offerings from individual manufacturers. Apart from offending the P.O.'s urge for technical domination, it is unlikely that this would be readily accepted by the manufacturers themselves, who are used to receiving a relatively predictable and equal share of the P.O. "cake."

On matters such as the newly reopened approvals process for computer-controlled private exchanges, the P.O. now seems to have appreciated the need for speedy action. But its general record since becoming a public corporation in 1969 has been one of slow decision-making, even where the risks to the customer are minimal. In spite of all the recent support for the idea of

as the Confederation of British Industry proposed to the Carter Review Committee last month, and as the Conservative Government planned at one stage.

This would circumvent the problem of administrative inertia which might arise—as it does when any major organisation is re-structured—if the proposed split were to take place. But, as a by-product, it

its main suppliers in a "unitary operation" right through from design innovation to customer service.

The design and provision of equipment is not the only area where the P.O. will have to resist adoption of the semi-competitive U.S. model. The trends outlined by Ted Schenkers, in his critical article on European data communications, suggest that

view of user and manufacturer alike—to introduce an element of competition and therefore greater risk-taking.

All this underlines that the Carter Committee should disregard those who see the postal service as the P.O.'s only real "problem". It is equally important to consider whether the structure of the telecommunications services should be

years of losses which had to be offset by the taxpayer, and a return to the days when the Post Office could fund much of their investment internally, reducing the burden of expensive interest charges.

But the British P.O.'s improved profitability does not imply any good news for its equipment suppliers. The factors behind the upturn were apparently taken into account in the P.O.'s revised ordering profile last October, and it is now forecasting a fairly static real level of annual investment over the next four years, about £900m. at March 1976 prices.

After a 4.2 per cent. growth in the system (the number of exchange connections) in the past financial year, it expects to achieve 3 per cent. this year and about 7 per cent. for each of the next three years, with 1978-79 showing the highest growth rate. This should take it from 13.2m. exchange connections at the beginning of 1976-77 to 18.0m. in 1980-81. Having effectively lost half a year's growth in 1975-76 (in terms of orders), it may not be until 1986 that the previously forecast level of connections is regained. Needless to say, all these projections are subject to a host of factors which will almost certainly alter them in time.

The good 1975/76 profit was partly the result of people talking rather longer, and more in the higher tariff periods, than the PO expected. In terms of traffic, it was a mixed picture, the local side performing slightly below expectations (plus 0.4 per cent.), while trunk traffic was above par (1.8 per cent.). The PO had projected about 1 per cent. in each of several cases.

This year's traffic growth is expected to be 6.8 per cent. local, and 5.3 per cent. trunk; 1977-78, 8 per cent. local, 10.5 per cent. trunk; 1978-79, 8 per cent. local, and 12 per cent. trunk; 1979-80, 7 per cent. local, and 11 per cent. trunk; and 1980-81, 6 and 10 per cent.

The other articles in this survey outline prospects in several of the most important non-Post Office markets for telecommunications equipment, including defence, large private exchanges, and part of the radio sector. The impact of electronics on transmission and switching is also dealt with in detail.

Of all the markets covered, switching is attracting the most public attention, both at home and overseas. This is partly because the impact of electronics is especially dramatic, but also because of the large sums involved in most national programmes.

From Birmingham to Paris, Jersey to Jeddah—and now Brighton, as the venue for "Communications 76"—this is proving to be the year that "electronic switching" came into its own. The first TXE 4 exchange, in Birmingham, went into public service several months ago, as did Jersey's second stored programme control (SPC) system, a Philips PRX. In May, the French committed £530m. to a crash SPC programme for the public network, and a day later it was revealed that Saudi Arabia was nearing a decision on who will supply it with similar equipment. The switching article attempts to plot a course through the minefield of competitive claims about those different forms of "electronic switching."

## Seeking new markets

By Christopher Lorenz, Electronics Correspondent

splitting Posts and Telecommunications, there is little to suggest that this would in itself make Telecommunications more "commercial." One short-term solution would be to allow private industry to compete with it in the provision of all private exchanges and "attachments,"

could increase pressure on the established suppliers from companies overseas. It would also be difficult to reconcile such a branch of the P.O.'s monopoly either with union pressure, or with Sir William Ryland's recent proposal that, in the longer term, the P.O. should join with

the European Post Offices could find themselves by the early 1980s with a challenge from IBM's new satellite subsidiary to its ability (or otherwise) to forecast correctly. Apart from the constraints imposed upon it by its status as a nationalised industry (taking heed of Treasury forecasts, for example, however unlikely they may be), its very business volume means that the slightest deviation between forecast and actual makes a substantial difference to its profit or loss.

Inherent in all these issues is the question of whether any of the European Post Offices are commercially-minded enough to take full advantage of the coming of electronics—in terms of rapidly changing designs and economics, and the increased scope for new services at acceptable prices. Monopoly and bureaucracy may not have been a problem in the slow-moving world of the past. Now that electronics is beginning to permeate every aspect of communications, however, it may be desirable—from the point of

view of user and manufacturer alike—to introduce an element of competition and therefore greater risk-taking. All this underlines that the Carter Committee should disregard those who see the postal service as the P.O.'s only real "problem". It is equally important to consider whether the structure of the telecommunications services should be

years of losses which had to be offset by the taxpayer, and a return to the days when the Post Office could fund much of their investment internally, reducing the burden of expensive interest charges. But the British P.O.'s improved profitability does not imply any good news for its equipment suppliers. The factors behind the upturn were apparently taken into account in the P.O.'s revised ordering profile last October, and it is now forecasting a fairly static real level of annual investment over the next four years, about £900m. at March 1976 prices.

## Aims of the engineer

NEITHER AS individuals nor as a profession were electrical engineers always adept at using the technology it had developed, the profession was told bluntly by its new president, Mr. Bob Clayton, in his inaugural address to the Institution of Electrical Engineers last autumn. Mr. Clayton, technical director of GEC, warned his audience that although technology would continue to offer increasing speed and quantity of communication, these should not be the prime objectives. Rather, the engineers should aim for "complete communications systems, matched to the user's choice, and at a cost and use of resources that people can afford."

Teletext is a good example of a new communications technology created out of the speed and versatility of the latest semiconductor manufacturing concepts, but which will mature

only if matched successfully with a mass market. Its potential is clear from the penetration of the receiving equipment, where the U.K.—which invented the teletext idea—has already issued licences for 18m. TV receivers, compared with 13m. main telephone lines at present. The idea, which originated in the BBC's research laboratories, is to extend the scope of the TV receiver so that it can present a variety of information on request, providing as it were "electronic magazines" and, ultimately perhaps, a personal electronic "mail service." The BBC's Ceefax developments were soon paralleled by ITA with Oracle, notwithstanding the obvious risk for the commercial network that viewers would use the interlude allocated to advertising as convenient times to switch to the teletext transmissions.

The position to-day is that up to 800 "pages" of information

can be transmitted by these systems—each page having 24 lines of 40 characters—merely by taking advantage electronically of two of the unused horizontal scan lines on the receiver. The two services are nearing the end of a two-year run of experimental transmissions. The crucial technology is the decoder which translates the digitally encoded information that is being transmitted into pages of teletext displayed on the TV screen in up to seven colours. Although expensive at present, these decoders are expected to become available at very modest prices once the teletext systems under development have been standardised to a point where manufacturers can confidently make the £250,000 or so investment in large-scale integration (LSI) of the electronic circuits. Texas Instruments and Pye have already announced decoders at three-figure prices, but

these could well fall in future to a tenth of present prices.

In parallel the Post Office has embarked on the development of an altogether more sophisticated teletext service, known as Viewdata, the big difference being that it is an active system permitting much greater participation on the part of the user, and promising direct two-way communication with big computers. Viewdata has the potential capacity to be both personalised and interactive, through the use of it will make of the telephone as well as the TV receiver. One technical challenge will be to make sure that the capital cost of the supporting data bases is not reflected in discouragingly high tariffs. Another challenge—no less for manufacturers than for the Post Office itself—will be to make sure that potential customers do not reject this clever technology as "all too complicated for me."

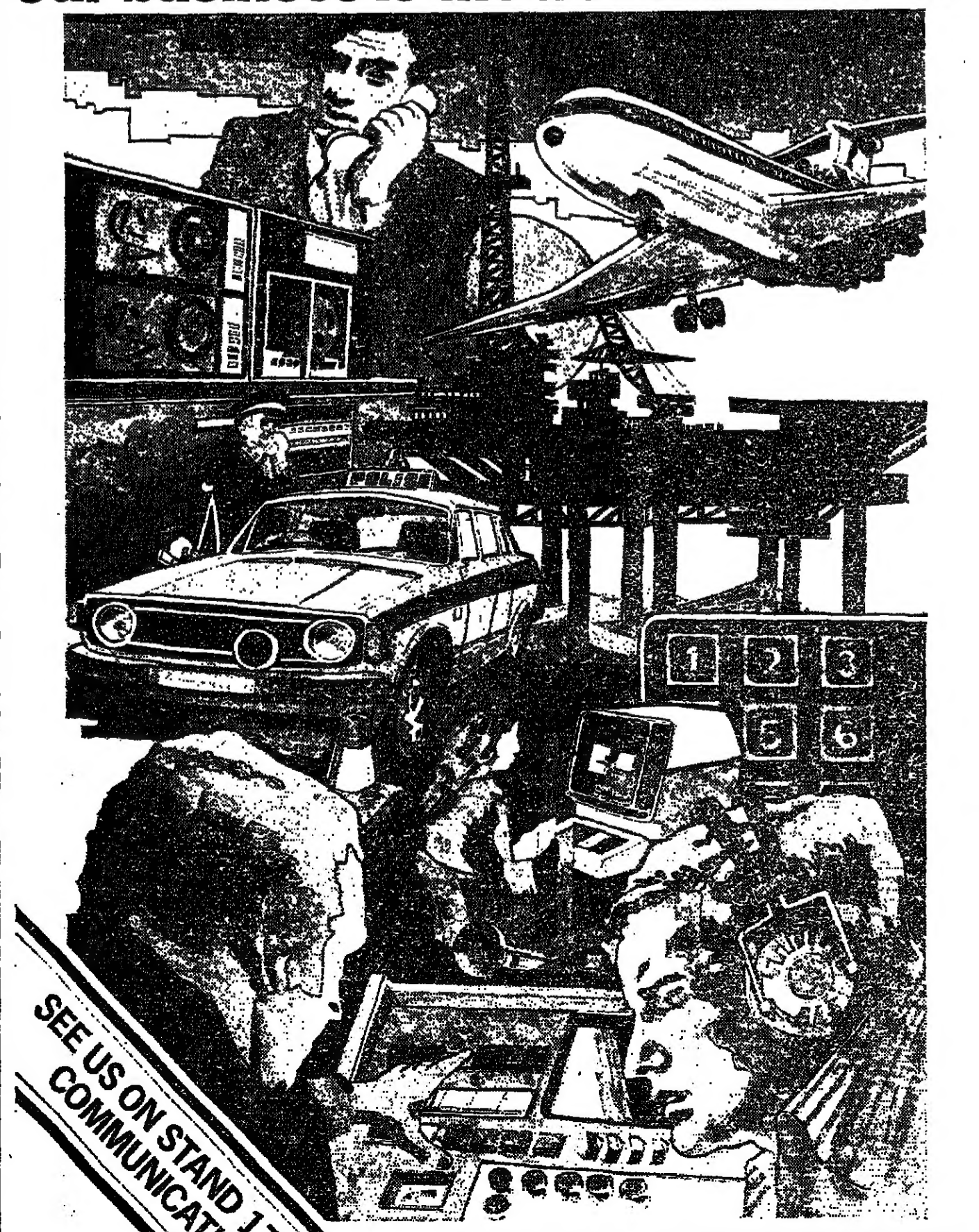
Perhaps more than most large organisations other than the three Service arms, and certainly more than almost all U.K. manufacturing groups, the Post Office recognises the importance of the "human factor" in harmonious man-machine relations. Too often engineers are concerned only with what is technologically possible, and fail to see the technology as part of a system created for the benefit of people. The ultimate in technological achievement rarely if ever proves to be a socially acceptable system, of which communication is an integral part—as numerous schemes for automation illustrate so well.

## Subtlety

"My feeling is that we've got to bend the machine to behave more like human beings," Mr. Eric Ayres, a deputy director of the Post Office's new research centre at Martlesham, and chairman of a committee that co-ordinates all the P.O.'s efforts in man-machine relations, has suggested. Mr. Ayres puts a lot of faith in the interactive approach as perhaps the only way of selling to P.O. subscribers the complex communication facilities it will be able to offer if its ideas for "System X" work out well. System X is the computer-controlled telephone switching system it plans to convert to in the 1980s, a principal ambition for which is the restoration of the kind of flexibility the system enjoyed when there were few subscribers and the friendly operator could cope with every call.

The key to success with System X will lie above all in the "software" skills with which the switching system is programmed to elicit the subscriber's precise requirements, and then to guide him into the service by which they might be fulfilled. The subtlety needed can perhaps best be illustrated

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Continued on Page III



## TELECOMMUNICATIONS AND RADIO II

## Electronic switching demand

"ELECTRONIC SWITCHING" PABX owner and the public mean many things to many networks.

In Britain, the term has been applied to the small TXE 2 public exchanges which have been in service for several years. But even the newer TXE4 is really only semi-electronic, in that both its switching and its controls are essentially electro-mechanical.

Apart from Jersey's two PRX exchanges, the nearest this country has come to "electronic switching" as it is more generally defined, is in the private exchange (PABX) field. For the last four years, IBM has been marketing its controversial "3730" SPC system.

One of the main talking points this week in Brighton is bound to be the more modern SPC systems which IBM's competitors will be submitting for Post Office approval over the next few months. The most interesting offering is probably the year-old ROLM design, for which Plessey has bought several licences; not only is it the last known of the various concepts — when, after last month's public announcement, but it claims to make SPC economic for exchanges with as few as 50 lines, partly thanks to its advanced digital technology.

One of the PO's concerns will be to ensure that this will not be at the price of reliability. As with Northern Telecom's better-known SL-1 system, many Plessey/ROLM installations of less than 400 lines will only be able to justify a single processor, but both companies claim that their computer technology is sufficiently advanced not to increase the risk of down-time (and consequent disruption to both the failures and noisy lines). Even

with the first stage of programmes are being sorted out.

The most obvious advantage of using electronics in all fields, not just communications — is that it saves space, a particular attraction to the public telephone administration which will have to meet a new surge in traffic in the coming years, and cannot afford all the new inner-city buildings and extra labour it would need if it were to continue to rely only on bulky electro-mechanical equipment. Ericsson's large local AXE exchange occupies only a quarter as much space as crossbar, for example.

Digital SPC exchanges are generally about a fifth as space-consuming as crossbar (on a rule-of-thumb basis). But this raises a problem in the PABX sector. How many of Plessey's customers for the new ROLM design—providing it gets PO approval—will be able to take advantage of this? In most new buildings, the space for a tele-

phone exchange is based on crossbar at best, and is designed from the start. This may be long before the name of the occupier is known, let alone which PABX has been chosen.

Capital costs are the sorest point of all. IBM's 3730 is usually rather more expensive than its non-SPC competitors. But in the public sector, Ericsson claims that its AXE beats crossbar on price for exchanges with over 5,000 lines (which is quite small), and even the price of TXF4 is claimed to be more attractive compared with crossbar than was forecast in 1972.

As discussed at length in the Financial Times on May 26, entry into the digital age should magnify all the economies of electronics for the public telephone administration, because of the integration of transmission and switching as well as the volume production of equipment. The

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Integrated Communications of the trade agreement Office in the U.S. to open negotiations without which the American will not get the export plan based manufacturing centres of In the case of Racal, there Litton was the often-heard one to drive which—in this case—these that the Dutch bidder the £100m. mark from a 19 (and also Burroughs) had sent start with just £100 capital in "non-responsive" submissions. Racal exports over £50 point in the original request for proposals sent out to industry in the countries of the alliance.

This, and several other projects, have been influenced by the NATO move to change its procurement policies from what one could call "Buggins' Turn"—that is division of contracts on a pro-rata basis depending on funds coming out of member nations—to pure competition. It means that European companies in NATO are going to have to fight for every contract penny against adversaries who have the immense advantages of important pre-production development support funds, coupled with the strength of large procurement contracts, once the systems have been accepted.

Parmigian, intended as a trunk telecoms system to link combat vehicles to headquarters, is in many ways more advanced than the Litton equipment, though the proposed functions differ. Under development by Plessey for MoD, it uses digital techniques and stored-program controlled switching to give secure voice, data, facsimile and teletype facilities between users who can be located at headquarters (a node) or in a fighting vehicle anywhere in the area of radio coverage. A fixed directory and stored location lists permit person to person dialling.

Design of the equipment is such that users will be able to take virtually any feature, such as the versatile trunk switch, or buy an integrated package tailored to what is needed.

It is clear that British companies can develop and have developed the technology to put them in a position of pre-eminence. The question must be whether they always have the drive and the backing

Ted Schoete

## Military orders

COMMUNICATIONS FOR the armed forces of Britain and customers overseas represents a major share of the country's defence equipment exports and, by and large, the exporting companies are scoring heavily against them by competitors in Europe and in the U.S. who are directly and openly encouraged by their respective governments to prosper in the "arms trade".

Marconi companies in the GREC group, for instance, have a turnover at the moment running around the £300m, plus a year into a leading position as the supplier of such vital equipment to NATO navies—reassuringly in a situation where too often it appears that U.S. suppliers have a built-in advantage over their European partners.

A particularly galling example of this for the Netherlands was the unsuccessful attempt of its government early this year to obtain a reversal of the NATO decision against Philips bid to supply the TARES tactical message switching system for NATO. The reason given for the decision by the NATO

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## Paging systems

DURING THE past three to four years, equipment and methods of radio paging, vehicle location, ship guidance, and warning against hazards—including those under water—have made giant strides. Hardly a day goes by without some form of announcement of further progress, either on devices or on the ways in which they can be used.

Under the impetus of demand for more sophistication and power from the military, and the rapid strides made by the device designers—particularly in large scale integration—tasks can now be performed with compact and apparently simple equipment which could not have been contemplated only ten years ago. This is one of the reasons why Arthur D. Little, in a survey of the U.S. market, foresaw an 11 per cent compound annual growth for mobile radio, starting from a \$770m. base, in the years 1975-80. For the rest of the world, the starting figure was put at \$500m.

These are very large figures and explain why there has been so much activity in the area, with international companies such as Motorola setting up a plant in the U.K. in mid-1974 specifically for the production of professional communications equipment, primarily pagers.

Motorola was at the centre of a certain amount of friction between companies and the Post Office when the latter announced its initial area paging service for the Thames Valley and stated that no suitable British equipment was available, so it had gone to Motorola. Two months later, Selective Area Messages set up a London service using Pyc equipment to do this type of work.

Later that year, Rediffon made a great step forward with paging devices capable of covering the whole of the U.K., although the PO services were still in the experimental stage. Multitone was not far behind with equipment able to address, uniquely, 100,000 receivers from a single area transmitter.

The situation simmered on until, a few months ago, the PO appeared to have undergone a change of heart and ordered 10,000 pagers for the London area from Multitone.

Meanwhile, a European organisation calling itself ESFA is striving to find agreement on a common approach to paging standards.

In the converging area of radiotelephony, perhaps the most important development of recent months was the submission of a report on the Home Office Radio Regulatory Department procedures. It dealt with ending delays in the grant of licences to use radio-telephones and with lowering the rapidly climbing cost of providing new channels and administration.

The situation has become extremely complex since there are some 12,000 private mobile radio licences using around 18,000 different types of equipment. Not surprisingly, one of

the tasks of the report's originators, PMA Consultants, was to draw up plans for computerising the whole system so far as possible.

On the equipment front, as the above figures indicate, there are many contenders for a market which has expanded as operators of service, cab and goods distribution fleets weigh up the disadvantages of fruitless journeys at a time of escalating wage, fuel and maintenance bills.

Pinpoint

Police forces in the U.K. are pioneering many applications of radio links and, associated with them, vehicle location systems. Marconi Research Laboratories is engaged with the Merca and West Midlands police in a programme to use automatic data transmission and processing in operational conditions. This makes the work of the police less arduous and provides instant access to information at the main police stations.

Fully automatic is a new Marconi vehicle location system called Landfall, which Marconi claims will pinpoint a suitably equipped car within 10 metres in an area the size of Essex. Late last year Decca unveiled somewhat similar equipment for fitting to vehicles already carrying radio telephones.

One of the most difficult problems solved in the past several years has been that of providing radio links in mines, absolutely essential for safety of life in testing conditions. But

it is hard to design intrinsic safe equipment.

International aeradio did it. Development for the MBDE came up with a solution based on the use of a large braided cable serving as a coaxial line in conjunction with the personal receivers for mine operating personnel. Different carrier frequencies are used for control to mobile and return gear to allow it to be used on fast-moving vehicles. It has been installed fairly widely in a number of collieries.

Again under the badge of safety are the activities of U. Satek group—Hawker Siddeley Dynamics, EMI Electronics and Silley Weir—to build and sell fully-automated weather buoy which will be used in navigation, weather forecasting, ship routing, fisheries and pollution control.

With the Loran navigation system by Rediffon and TTT and the many new guidance and distress warning devices provided for marine work, a large new class of automated communication/computing units is being created. When the international air navigation satellite are launched, this class will be extended still further.

There is here an enormous area for further development and for sales of proven equipment to the developing countries. However, these will not be helped by delays and indecision on the home market.

Ted Schoeters

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مكتبة الأصل



# Europe ponders data networks

WHILE THE European Post Offices who are dabbling in data networks of one type or another continue to squabble as to what the design should be—on satellite links and microwave protocols, precedence and so on—IBM's satellite communications company—Satellite Business Systems—has taken shape.

After taking resistance from the American Federal Communications Commission, it has formulated and announced the services it expects to provide.

The nature of these services should cause European Governments to think and think again, and give fresh impetus to European packet switching unification by leaning on the sturdy PTTs.

Target date for SBS is mid-1978 or just three years away. Top capacity of the service will be 63m. bits per second between two users, but it begins as low as 600 bit/sec. up to 9,600 bit/sec. in the usual steps, plus 192 and 56 kbit/sec.

Several hundred small earth stations will be set up "in the life of the initial system"—probably five years—and each of these unattended units will have 51 voice channels, seven low-speed and two medium-speed data ports. For three earth stations there will be one of these very high-speed data channels.

Counterparts Sir Edward Fennessy of the Post Office said recently that plans were: "To start co-ordinating the whole of the British telecommunications system to digital on a broad-front basis by the early 1980s. So far, he made it clear that his counterparts in the other PTTs intend very firmly to keep developments in communications in their grasp, so far as it is feasible for them to do so.

Not that the UK is all that behind in techniques using satellites for communication purposes. Skynet II and Ariel V, both built by Marconi Space and Defence Systems, are functioning well after over a year. Skynet II, as Marconi underlines, is Europe's first communications satellite, a 960 lb unit providing Britain with a most reliable military communications network from a geostationary orbit 22,000 miles above the Indian Ocean.

Hopeful is that Marconi holds the firm prime contract for the "Marconi" satellite's electronics. This is a maritime communications satellite and is of very considerable importance in the move towards making of Europe more independent.

Of course, IBM/SBS are unlikely to have the whole field to themselves in the U.S. ITT could become a major competitor, as a specialised carrier, using satellite links and microwave highways as necessary to expand from its south-eastern U.S. network. Users in the U.S. have already started to use satellites and are being encouraged by some computer experts to go ahead and master network techniques themselves.

Many users, including Midwest Stock Exchange, do not seem particularly happy with Synchronous Data Link Control (SDLC), the full duplex protocol which will be a feature of the SBS service, calling it "wasteful of satellite operating time." This is particularly crucial in view of the fact that satellite carriers are expected to have to offer between 25 and 30 per cent. reduction in cost over other services before users of data link services begin to consider them seriously.

This appears to contradict the fact that RCA began selling coast-to-coast circuits on Canada's Amik satellite system as long ago as the beginning of 1974 at about a quarter less than the prices charged by AT&T, overland.

SBS will be all things to all men, or so says John M. Galvin, who is a senior vice-president of Aetna, the junior partner with IBM in that organisation. SBS will allow users to integrate all their communications needs—digital, voice and image—into a unified system, and permit "for the first time" the economic distributed processing over a wide geographic base. So far, he asserts, distributed processing has been held back because terrestrial links cost too much.

Meanwhile, back in Europe, rather back among the Europeans but at the last biennial Data Communications Symposium held in Québec, Derek Barber, head of EIR (European Informatics Networks) warned his audience that emerging public packet-switched networks would become some kind of monster for users if no standard access interface was worked out.

Louis Pousin, head of France's IRIA, limited the problem to the choice between one of two possible and highly complex methods of obtaining access to a network by a user.

He also went on to say that the PTTs would "force" data users on to their PSS systems and that users had everything to lose by ignoring the arguments now going on about the technology to be used. Yet Barber at the same session told his audience that "hardly anybody knows what is going on."

Two months after these rather rueful exchanges at the turn of the year, EIR's first packet switching exchange passed

acceptance tests, and a little later the European PTTs took a decision to go ahead with their own PSS network, called Euronet.

Then came the announcement from France that it would now go ahead with "Transpac," which according to official statements should start up in about a year with 12 message switching nodes and, at a cost of £22m., initially give a round-the-clock service to some 1,500 subscribers.

This subscriber population should rise to 6,000 in the second phase, scheduled for 1979, when there will be 25 nodes.

This system will be able to take complete messages as a "package" or as a series of packages interleaved as the system logic requires. This is because the project leader, SESA, has designed the control programmes to be able to accept whatever protocol becomes universally accepted. France has already accumulated a great deal of experience with Cigale/Cyclade.

## Imminent

At the time of writing an imminent announcement was expected from EIR that the five links which make up its initial network are in and working. These connect with NPL in the U.K., IRIA in Paris, ETH in Zurich, Euratom at Ispra and the new and specially set up CREI Institute at Milan, all in PSS mode.

EIR is clearly going to have a preponderant say in European developments and Euronet may well be developed on EIR switches (Mitra 15's) with PTT approved interface. EIR and Euronet interfacing should thus be standard, but since the EIR interface came out of work on Cyclades, the latter system should be connectable without much of a problem.

Looking further ahead is a project to use EIR for experiments on inter-laboratory links using Module B of the European Orbital Test Satellite as the main "exchange."

One Canadian group seems to be doing it the hard way with a service to begin later this year to offer both circuit and packet switching as the user requires. Infoswitch is a Canadian Pacific Railways Telecommunications brainchild. Second PSS to be

announced in Canada—Datapac of Trans Canada Telephone System is going into service about now—it will "packetise" the customer's messages and charge for throughput rather than uptime while allowing links at 9,600 bits/sec in current modes of teleprocessing.

Telenet, announced in the U.S. in January 1975, will process messages according to the type of receiving terminal. But not all designers are keen to solve even this part of the PSS problem, which becomes much more difficult if computers replace terminals in communication with each other and in packet switched mode.

There have been a number of delays in Britain's Experimental Packet Switched System, EPSS. Meanwhile, in a recent interview Sir Edward Fennessy was not at all keen to say when the "E" would be dropped out of EPSS, despite the fact that the idea of sending data in packets originated with Donald Davies in Britain at the National Physical Laboratory more than ten years ago and was demonstrated to work, beyond doubt, by the Americans with Arpanet in 1972.

But then the Post Office was never particularly keen on data communications, as members of the Royal Time Club will remember. When the latter held a gathering at the Festival Hall some eight years ago to press the claims of computer users for a network which would be independent of "dial a disc... a joke... a recipe" or what have you, the PO response was to say that the users' demands were too small to justify all the expense of a separate system.

As the microprocessor is hailed as the key and the liberator in most areas of communications where there are problems, the PO is being over-cautious. Such belt, braces and drawing pin policies cannot pay off when technology is moving so fast. The only result is that the loser in the race has to buy in.

It is worthwhile recalling at this point that one of the main studies at the Zurich Research Laboratory of IBM is the handling of data by networks and the control of such networks to provide orderly routing of traffic of all types, from requests for computer aid to flows of facsimile information.

Ted Schoeters

# WHY YOU MAY NEED TO GIVE YOUR ENTIRE BOARD THE SACK.

More than 1 in every 3 firms in Britain has a switchboard that can't accept any more outside lines, which could mean that they're turning away new business—without even knowing about it.

What's more, about 80,000 switchboards don't have room for additional extensions, and this can cause congestion.

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Business communications must be efficient, and that's where we can help.

We have a wide choice of switchboards—automatic, manual, large or small. We can advise you about one that meets the needs of your business now, but more importantly,

one that also gives you room to grow in the future.

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Our business is to help your business to communicate.

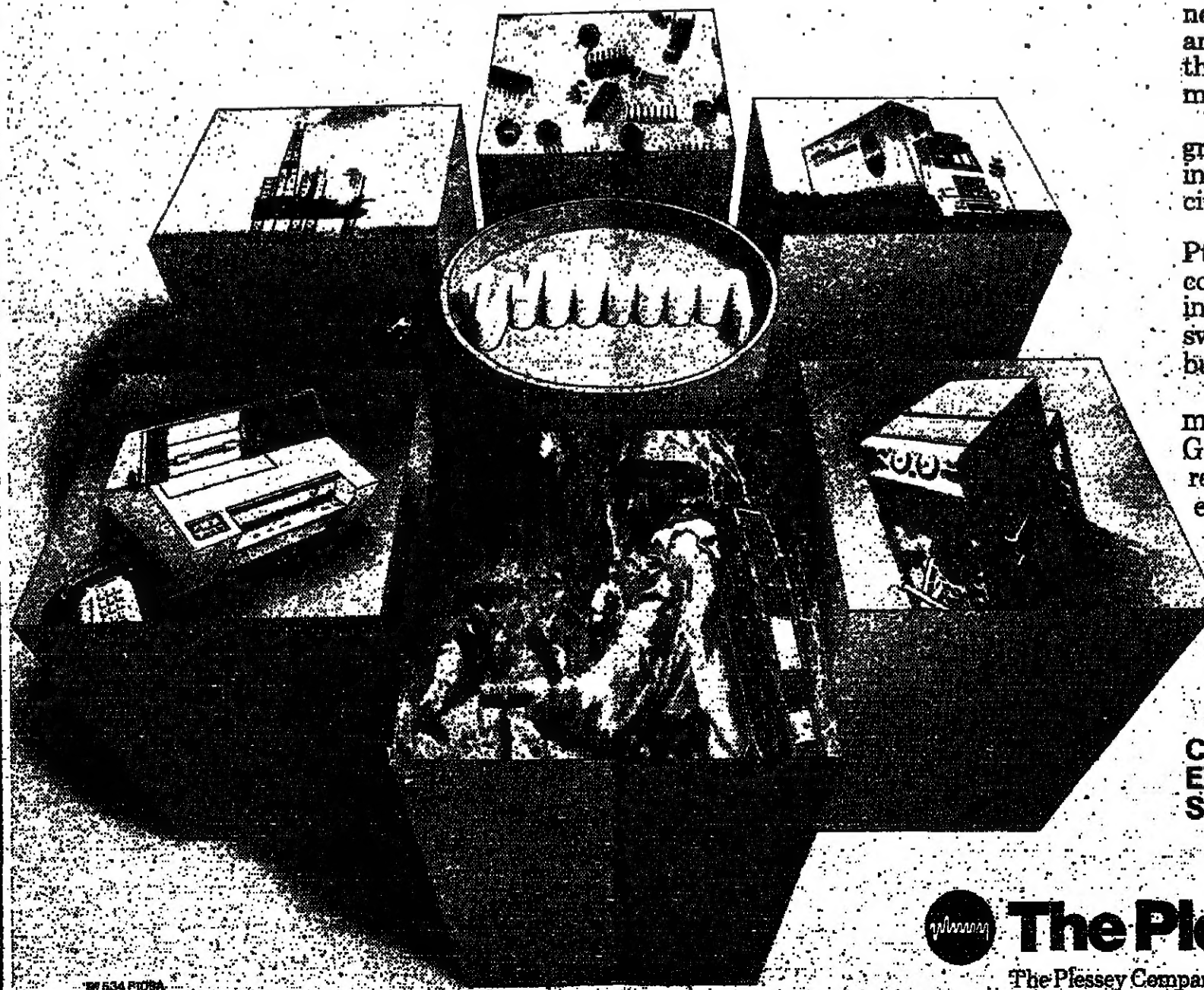
To Gerry Green, Post Office Telephone Sales (TMk 2.3.1), FREEPOST London EC2B 2TS. (Freepost—no stamp required)

I would like to discuss my firm's switchboard capacity. Can you please ask your Sales Representative to phone for an appointment.

Name \_\_\_\_\_  
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**Telecommunications**

# The Plessey contribution to communications is many-sided



Plessey systems and equipment make a major contribution to modern communications.

From telephone and telex networks including switching and transmission systems for the public, private and military sectors...

...to radio equipment—ground, ship and airborne installations for military and civil use...

...and special systems like Parnigan military trunk communications, action information centres, message switching systems and business systems of all kinds.

Plessey capability in communications is backed by Group resources in other related fields—in power generation, emergency power supplies, in electronic components and memories and in state-of-the-art integrated circuits.

COMMUNICATIONS '76  
EXHIBITION - BRIGHTON  
STANDS 55, 56 and 181.

**The Plessey Group**  
The Plessey Company Limited, Ilford, Essex, England

## Engineer

CONTINUED FROM PAGE 1

by taking Viewdata as an example of a system that must be adapted to much lower levels of tolerance at the heart of the user than, for example, are acceptable in computer systems available to-day for professional users. For Viewdata, PO scientists have written a program called Mentor which the user will be able to ask for, to guide him step-by-step through the routine of calling up information. Once he has become an experienced user, however, he will be able to bypass Mentor.

Important also to the success of System X and other developments in communications is standardisation of the underlying semiconductor technologies. A constant problem for customer and supplier alike—on one touched on above in the case of telex decoders—is how to reconcile a desire for solved in how to cable large "proven" technology with numbers of fibres in such a way as to ensure that the technology that there will be no piezo-electric interference between fibres. However, PO research plans also to install an experimental optical cable connection between the research centre and Ipswich, about 108km. away, by 1977-78.

Frequencies The circular millimetric waveguide is almost certain to be the next big step in long-distance inland transmission. A company owned jointly by the PO and BICC has already manufactured about 16km. of this 50mm. diameter waveguide for transmission at frequencies from 30 GHz still appears to have ample capacity for further development in terms of more complex chips and cheaper products.

One example of its versatility is the charge-coupled device (CCD) invented by Bell Laboratories, which offers to provide the first solid-state light conversion devices competitive in performance with present-day facsimile transmitters and TV camera tubes. The technology promises a number of major roles in communications, including

ing imaging devices for miniaturised facsimile and TV systems, and as the basis of the large restricting stores.

Technological progress in processing signals needs to be matched on transmission of course. A video telephone requires 250 times the bandwidth needed for speech, so a 10 per cent. penetration of such a system could call for a U.K. trunk network of 25 times the present capacity. The basic technology already exists in the form of millimetric and optical waveguides, although they have some way to go yet in terms of serviceability and cost. For example, U.K. companies have been demonstrating impressive progress in low-loss transmission of signals through short lengths of optical cable, but a problem that has still to be solved is how to cable large numbers of fibres in such a way as to ensure that there will be no piezo-electric interference between fibres. However, PO research plans also to install an experimental optical cable connection between the research centre and Ipswich, about 108km. away, by 1977-78.

These curves show clearly, however, that N-channel MOS (metal-oxide-silicon) technology is already becoming the dominant approach, and one that still appears to have ample capacity for further development in terms of more complex chips and cheaper products.

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David Fishlock  
Science Editor

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financial analysis, management  
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# PLANT & MACHINERY SALES

Description	Price	Telephone
1974 Ten Stand roll forming line by Hunter-Douglas. Virtually unused. Capacity 200 mm x 2mm M.S. strip complete with automatic cut-to-length equipment.	P.O.A.	021-556 0904 Telex 336414
2 Stand Rolling Mill for flattening wire and rolling narrow strip. Complete with edging rolls and recoiler.	P.O.A.	021-556 0904 Telex 336414
Rolling Mills 1) 12" x 12" 125 HP Farmer Norton two high 2) 24" x 26" x 300 HP Robertson two high 3) 36" x 12" x 140 HP Stanart Mann four high	P.O.A.	021-556 0904 Telex 336414
Modern Used Rolling Mills, wire rod and tube drawing plant—roll forming machines—slitting—flattening and cut-to-length lines—cold saws—presses—guillotines, etc.	P.O.A.	021-556 0904 Telex 336414
1970 Hardieckerhoff 100 KW double vacuum annealing plant—useful capacity 625 mm dia x 2000 mm loading height—output 6000 lb per 24 hours.	P.O.A.	021-556 0904 Telex 336414
1971 Automated 25ft Drawbench with pushpuncher by Wellman—effective push 10 tons at 100 f.p.m. and 20 tons at 50 f.p.m. Virtually unused.	P.O.A.	021-556 0904 Telex 336414
1974 Fully Automated Cold Saw with batch control for cutting non-ferrous bar. Max. capacity 5" round and square.	P.O.A.	021-556 0904 Telex 336414
1971 Fully Automatic High Precision Circular Saw with batch control. Max. capacity 60 mm bar-70 mm profiles and tube.	P.O.A.	021-556 0904 Telex 336414
Caterpillar 14E Motor Grader, complete with new tyres.	£25,500	Telex 51187
Caterpillar 966C Wheel Loader, with 35 cu. yd. bucket and new tyres.	£25,500	094-34 4531 Telex 51187
Three Cutter Planing, Moulding, and Thickening machine. 305 x 102 mm 12 x 4 inch.	P.O.A.	
Elliotte Supprim, Wood Worker. 24" x 3"—610 x 230mm.	P.O.A.	0782 513677

## WANTED

PLANT AND MACHINERY SALES/WANTED APPEARS EVERY MONDAY.  
FOR FURTHER INFORMATION RING MR. FRANCIS PHILLIPS,  
01-248 8000, Ext. 456.

# Technical Page

EDITED BY ARTHUR BENNETT AND TED SCHOTTERS

## ● MATERIALS

### Turbine blade life doubled

LOWER RUNNING costs from the use of cheaper low grade fuels and a doubling of the life of blades in industrial and marine gas turbines, are among the claims made for a high-temperature alloy developed by International Nickel for turbine blade manufacture.

Designated IN-939, the nickel-base cast alloy gives improved hot-corrosion resistance while retaining hot-strength. Corrosion is caused by fuel impurities and the harsh environment, but the addition of chromium for corrosion resistance resulted in a loss of strength. Until now the maximum chromium content that could be achieved was 16 per cent, still not adequate for extended service.

IN-939 has been used in a capacity of 25 per cent, while retaining the creep-rupture strength. The company says that tests at independent gas turbine burner rigs in Europe confirm that IN-939 has between two and eight times the hot-corrosion resistance of the 16 per cent Cr nickel-base alloys now used for turbine blades.

Successful vacuum investment casting of blades and vanes has already been carried out.

Future production of the alloy, and of castings in it, will be

### Long life furnace lining

CONSTRUCTION OF Britain's largest induction receiver has been completed at Ford's Thames Foundry, Dagenham. Built at a cost of £1m, it has a capacity of 150 tonnes of metal, which is used for the casting of cylinder heads and blocks for cars, trucks and tractors. It has two inductors, each of 1,100 kW.

Forward engineers have broken with the conventional foundry practice of fitting an insulating liner between the steel shell and the refractory bricks inside the receiver. Instead they have specified an extra-thick refractory brick lining, almost two feet in depth.

By adopting this design, using an exceptionally high specifica-

tion of tabular alumina brick, the receiver's campaign life is expected to continue for up to three years without re-lining, compared with one year using orthodox techniques.

The receiver was built by Birlec.

### Antifouling has smooth finish

COMBINING poisons which leach out for a two-year protective period with a smooth finish claimed to minimise the slowing effect of a rough hull, Torlo is now available.

Launched by Torpedo Marine Paints, 303 High Holborn, London WC1V 7LA, the paint is a two-pack system which can be applied by airless spray gun or roller, and one coat is stated to be sufficient. It provides a dry film thickness of 125 microns. The finish is said to have a high degree of impermeability, and to be abrasion resistant. It can be used to replace old antifouling rubber systems, for example.

Torpedo Marine Paints is part of Berger Jensen and Nicholson, a Hoechst AG company.

## ● DATA PROCESSING

### Competition builds up for IBM

IT CAN only be a matter of time—weeks rather than months—before IBM reacts to the bitter competition now building up from other makers' new equipment, particularly in the middle of IBM's 370 series, where the 145 and its smaller brethren are considered by market observers as among the more vulnerable of the company's products.

There have, of course, been a number of enhancements announced by the company, including the advantage of improvements in or lower cost of electronic components. Latest machines to be

launched into the marketplace from Sperry Univac and from DEC.

Univac's 90/80 is the fourth and largest announced so far in the company's 90 Series, unifier between existing equipment and the RCA acquisition. It appears to be aimed directly at IBM 145 users who need more power and it offers them considerably better performance than they at present have at a cost much lower than switching to 148, Univac says.

Conversion aids will be available for 145 users. The first 90/80s are delivered in the fourth quarter this year. Of course the new equipment is a virtual system and it has a semiconductor main storage with a memory cycle of 480 nanoseconds and starting at 524 kilobytes, increasing in 16 kilobyte increments.

From DEC comes the new 1088 which is in the £800,000 to £1m class. Basic equipment has two

processors, two 88 Mbyte drives, tape system, fast printer and card reader. It also has a 32-line communications facility and offers 40 to 70 per cent better performance than its predecessor.

Univac is on 01-857 0911 and DEC on Reading 585555.

### Displays in new hues

GREEN AND blue electroluminescent gallium nitride diodes with high efficiencies have been developed jointly by the Laboratories of RTC at Caen and the Laboratoire d'Electronique et de Physique Appliquée (L.E.P.A.) at Lunel-Brevannes, France (which form part of the international Philips research).

External quantum efficiencies of 0.3 per cent for the blue-emitting diodes and of 1 per

## ● COMMUNICATIONS

### Data packet network takes shape

MANAGEMENT of the European Informatics Network (EIN) is expected to announce later this month that the five links which make up the initial packet-switching network are up, have been tested and are working. These links connect the National Physics Laboratory at Teddington, IRIA in Paris, ETH in Zurich, Euratom at Ispra, and the new and especially created CREI Institute at Milan.

EIN is already clear that EIN will have a considerable influence on network development in Europe. Euronet, now under intensive study, is going to be based on EIN switches (MITRA 15's, with PTT approved interfaces in front). That the PTT's have agreed to a standard computer system, and not one especially devised for their system is itself most unusual.

This is going to mean that EIN and Euronet interfacing should be standard. And as the EIN interface itself was developed out of the work done on the French Cyclades network interface, which was modified, and the modified version then fed back to and adopted by Cyclades management, some inter-connected working between the two should be possible with very few problems.

The possibilities of closer links, which would be feasible were these various networks to be regarded as sub-networks provided on common PTT facilities, have been considered, but not finally rejected, at least not yet agreed. The reasons include the difference in time scales for bringing EIN and Euronet into being, and the

lack as yet of PTT agreement on network policy, particularly pricing.

It is clear that France, or French specialists, will play a preponderant role with Britain a junior partner.

Meanwhile, it is understood that the EEC Commission is considering a number of technical proposals to do communications experiments over the EIN network, but instead of using landlines and HF circuits, going via a satellite link. These proposals are said partly to originate out of CERN. The intention seems to be to use Module B of the European Orbital Test Satellite (which goes into orbit in the middle of next year) to provide a link between some of the laboratories associated with CERN.

### Helps in a crowded waveband

ALL-ELECTRONIC a new uhf TV tuner, type U321, by Mullard benefits from some of the latest developments in semiconductor technology to overcome the ever-increasing congestion problems in the uhf band. It meets all U.K. requirements, and is smaller than existing types.

By using a large-signal r.f. transistor and Schottky diode mixer in the circuit design, a good noise figure has been achieved. Signal handling, particularly for cross-modulation, is greatly improved.

It will also provide semaphors with the added advantage of being able to standardise intermediate frequency design.

Mullard House, Torrington Place, London WC1E 7HD (01-580 8633).

## ● COMPONENTS

### Simplifies instrument mounting

PIPEWORK AND the framework to support a transmitter connected to a differential pressure level measuring system can be eliminated. A liquid level mounting developed in the U.S. by H. Cresskill, N.J.

The adaptor is a valve mounted on an interface tube which acts as an interface between the vessel and the measuring instrument, and provides a support to which the transmitter can be bolted. Process piping and accessory connections, and purge lines are made to adaptor body rather than to measuring instrument.

By specifying the adaptor, the design of liquid level systems is not only simplified, but the effective supporting structure reduced by up to 40 per cent.

The unit is available in U.K. from Hoke International, Brookhills Road, Barnet, B (01-440 6361).

### Will heat corrosive liquids

EVEN hydrochloric acid, the most aggressive corrosive substance, is claimed to be able to penetrate the protective coating of a heater. A "list" of heaters on the PC-100 will print out program lists for editing, and a "trace" facility provides a complete audit of every step in program execution.

The silent thermal printer has a 2.5 inch paper roll which allows 20 characters per line. It is fully controllable from calculator keyboard or the card program. Suggested retail price is £199 including VAT. The unit should prove useful for record keeping and for sharing by a number of calculator users in one office. More from 185, Bath Road, Slough SL1 4AD (Slough 35544).

## COMPANY NOTICES

**UNION DE BANQUES ARABES & FRANÇAISES**  
U.B.A.F.  
Loan of US\$25,000,000—1976/1981  
Bondholders are hereby informed that the rate of interest for the six month period, starting on 3rd June 1976, is fixed at 7 1/2 per cent.

## TENDERS FOR GREATER LONDON BILLS

1. The Greater London Council hereby give notice that tenders will be received at the Council Chamber, 6th Floor, 100 Abchurch Lane, London EC4N 3AH, on Monday, 14th June, 1978, at 12 noon for the following bills to be issued in conformity with the Greater London Council (Bills) Regulations 1967, to the amount of £25,000,000.

The bills will be in amounts of £5,000, £10,000, £20,000, £50,000, £100,000, £250,000, £500,000, £1,000,000, £2,500,000, £5,000,000, £10,000,000, £20,000,000, and will be due 31st June, 1976, and will be due 31st June, 1977, and will be due 31st June, 1978, and will be due 31st June, 1979, and will be due 31st June, 1980, and will be due 31st June, 1981, and will be due 31st June, 1982, and will be due 31st June, 1983, and will be due 31st June, 1984, and will be due 31st June, 1985, and will be due 31st June, 1986, and will be due 31st June, 1987, and will be due 31st June, 1988, and will be due 31st June, 1989, and will be due 31st June, 1990, and will be due 31st June, 1991, and will be due 31st June, 1992, and will be due 31st June, 1993, and will be due 31st June, 1994, and will be due 31st June, 1995, and will be due 31st June, 1996, and will be due 31st June, 1997, and will be due 31st June, 1998, and will be due 31st June, 1999, and will be due 31st June, 2000, and will be due 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# Building and Civil Engineering

## Airports study in Paraguay

THREE British firms and a Paraguayan company have been appointed to undertake a feasibility study of airport and aeronautical communications development at eight of the most important population centres in Paraguay.

They are Brian Colquhoun and Partners, Cable and Wireless, Coopers and Lybrand Associates, and Ingenieros Paraguayos consultores ingenieros.

The project, which is to be undertaken with financial assistance from the International Bank for Reconstruction and Development, involves a study of the economic justification and optimum timing of the development of the eight airports.

Also included are a study of aeronautical communications and navigation aids, and requirements, together with consideration of the effects of introducing replacement aircraft for the existing DC-3 fleet operated by the domestic airline, Transporte Aereo Militar.

Potentially the most important of the eight airports is at Puerto Presidente Stroessner where, at nearby Itaipu, the world's largest hydro-electric scheme is under construction on the Parana River. Development of the airport at Encarnacion will also be influenced by another big hydro scheme to be constructed on the same river.

Three of the airports, at Bahia Negra, Pilar and Mariscal Estigarribia, are located in the developing Chaco region of Western Paraguay.

Other airports to be studied are at Concepcion and Pilar, both on the River Paraguay, and at Pedro Juan Caballero on the north-east frontier with Brazil.

## £2.8m. Laing awards

HOUSING and retail stores are among the latest contracts awarded to Laing Construction, a £2.8m. contract awarded to John Laing.

In Edinburgh, the company is to extend British Home Stores premises in Princes Street at a cost of £550,000 and in Stirling is to fit out a hotel store.

A third contract, valued at £561,000, is for 82 dwellings at Buckley, Clwyd for the Wales and West Housing Association.

Laing has also started to undertake alterations and extensions to the head Post Office at Leamington Spa at a cost of £712,000, and a £1m. contract for the design and construction of a warehouse for Armstrong Cork Co. at Thornaby, Cleveland.

## £6m. homes contracts

CONTRACTS valued at £6m. for housing for local authorities in the North West have been awarded to T. Partington and Son (Builders) of Oldham, Improvement schemes and a further £1m. to the housing order book.

## £12m. awards to Miller Buckley

A £12m. motor transport training school is to be built for the Post Office at Stone, Staffordshire, by Miller Buckley Construction.

This is the largest of three contracts with a total value exceeding £2m. secured by the company.

The others are alterations and extensions to the head Post Office at Leamington Spa at a cost of £712,000, and a £1m. contract for the design and construction of a warehouse for Armstrong Cork Co. at Thornaby, Cleveland.

## Pre-printed drawing sheets

TITLE BOXES, standard information and amendment columns, which appear on most engineering and architectural drawings often have to be drawn up by the draughtsman.

This wasted effort can be saved by a pre-printed service offered by the Admel division of Addressograph Multigraph, based at Little Ilkham, Worsley, Manchester M28 6ST (061-790 5545).

Pre-printed drawing sheets can be supplied with printing either on the working surface, or back on the reverse of the sheet, using offset litho or silk screen, depending on the size of the sheet and the run. Both polyester drafting film and ordinary paper drawing sheets can be printed.

## Wimpey to construct offices

WORK has been started by Wimpey on a £1.35m. contract for an office block at Newland Street, Witham, Essex, for Sedgwick Forbes (Holdings).

The project calls for a 7,556 square metres, four-storey block with a central open court, together with mechanical services, car parking, sewers and associated external works. Completion is due by December 31, 1977. Architects are Scott Brownrigg and Turner.

## Will carry cables and pipes

STEEL trunking that carries cables, wiring, and small-bore pipes in three separate but adjacent and readily accessible ducts is being marketed by Walsall Conduits, Dial Lane, West Bromwich, West Midlands B70 0ER (021-557 1171).

The trunking is designed to be mounted on interior walls and is 333 mm high and 78 mm deep. It is available in lengths up to 3 metres.

Although primarily intended for installation in hospital wards, the trunking is suitable for any building where segregation of several services in a common run of trunking is desirable.

## Government offices in Iraq

PARSONS Brown of Bristol has been appointed consulting engineer for all mechanical, electrical, sanitary and acoustic engineering works associated with the projected new Council of Ministers Building in Baghdad.

The project calls for 45,000 square metres of office accommodation for the Prime Minister and other top government officials. Parsons Brown is now undertaking design and has not yet sought a contractor. Cost of the scheme is not known at this stage.

The architects and consulting structural engineers are Iraq Consult of Baghdad.

## Speeding up houses by Mowlem

PLATE FLOOR units manufactured and marketed by Mowlem (a division of J. H. Mowlem & Co. Ltd.) are being used in conjunction with the rationalised house building method of John Mowlem and Company.

The Mowlem method relies on specialised concrete knowledge and expertise. For chief character is the use of a precast concrete of the inner shell of the building using shuttering fixed with dummy windows and doors. External shells are constructed in brick, tiles, timber, pvc or whatever the client prefers.

By using plate floor instead of casting the complete floor in situ, Mowlem is able to speed up construction and do away with the majority of formwork and propping used previously. It also has no warping with camber on the completed slab. The concrete, topping to the floor

## £1.3m. Saudi contract

A CONTRACT worth over £1.3m. has been awarded to Terrapin Building and Civil Engineering by E. A. Juffali and Brothers, Jeddah, Saudi Arabia.

The contract is for the supply of 21 two-storey, three-bedroomed houses and eight, three-bedroomed bungalows.

The housing will be created from 370 Terrapin Mark 72 factory-produced building units which are to be shipped out to Riyadh.

The accommodation is for technical staff of two of E. A. Juffali's companies.

Interdry Electric and Mechanical Services, a subsidiary of the Terrapin Group is supplying electrical and plumbing services for this contract worth £200,000.

## More orders gained

EFFORTS being made by Austin-Hall Building Systems (Pentons Group) to enter the construction market in the Middle East are beginning to bear fruit, to quote Pentons chairman Mr. T. A. Maber.

Following a £1m. hospital contract in Bahrain won by a sister company, two further orders, worth £250,000, have been gained, one for an executive housing development at Al Khobar and the other for a hostel complex for transport personnel.

## £1.4m. joint venture

THE Oxford Regional Health Authority has awarded Shepherd Construction and Shepherd Engineering Services (Shepherd Building Group) a £1.4m. joint venture contract to provide a hospital at Milton Keynes.

The hospital, adjacent to the new Woughton Green Health Centre, will have a total floor area of 8,000 square metres and comprise a two-storey, 100 bed in-patient ward block and an out-patient block built half to two-storey height and half single-storey.

## Concrete Society's 1976 Award

By H. A. N. BROCKMAN, Architecture Correspondent

A STUDENT and graduate hostel and a student in Hertfordshire are the joint winners of the Concrete Society's 1976 Award for the design of concrete structures completed in 1975.

The award was selected from 56 entries in this year.

The first of the two winners, the Sir Thomas White Building for St. John's College, Oxford, by Arup Associates, Architects and Engineers, Contractor, Johnson and Bailey, is described by the Judges (Mr. J. W. Baxter, representing the President of the Institution of Civil Engineers, Mr. Neville Conder, representing the Royal Institute of British Architects, and Mr. Norman Joyce, President of the Concrete Society) as "a work of architecture of exceptional distinction delineated by a precast concrete frame of outstanding quality... (creating) an overall texture of great intricacy and depth."

The second is the Berry Lane Viaduct, contractor Costain Civil Engineering, a seven-span structure approximately 240 m. long, built in a wooded valley in a residential area, designed by

## Three jobs for FPA Finnegan

CONTRACTS worth over £550,000 have been won by FPA Finnegan main subsidiary of the FPA Construction Group.

Largest of them worth nearly £437,500, has been awarded by the First Northern Counties Housing Association for the erection of 83 flats at Fulwood Road, Sheffield.

Others include a £58,570 contract awarded by Wakefield Metropolitan District Council for a museum annex at Pontefract, and two others worth £54,000 to construct effluent separators at Kingsbury, Staffs.

## Will heal corrosive liquids

EVEN structures, the most apparent, are not immune to corrosion. The many types of corrosion, from acid rain to sea water, are being tackled by a new range of products developed by Corrosion Control Systems, 100, 101, 102, 103, 104, 105, 106, 107, 108, 109, 110, 111, 112, 113, 114, 115, 116, 117, 118, 119, 120, 121, 122, 123, 124, 125, 126, 127, 128, 129, 130, 131, 132, 133, 134, 135, 136, 137, 138, 139, 140, 141, 142, 143, 144, 145, 146, 147, 148, 149, 150, 151, 152, 153, 154, 155, 156, 157, 158, 159, 160, 161, 162, 163, 164, 165, 166, 167, 168, 169, 170, 171, 172, 173, 174, 175, 176, 177, 178, 179, 180, 181, 182, 183, 184, 185, 186, 187, 188, 189, 190, 191, 192, 193, 194, 195, 196, 197, 198, 199, 200, 201, 202, 203, 204, 205, 206, 207, 208, 209, 210, 211, 212, 213, 214, 215, 216, 217, 218, 219, 220, 221, 222, 223, 224, 225, 226, 227, 228, 229, 230, 231, 232, 233, 234, 235, 236, 237, 238, 239, 240, 241, 242, 243, 244, 245, 246, 247, 248, 249, 250, 251, 252, 253, 254, 255, 256, 257, 258, 259, 260, 261, 262, 263, 264, 265, 266, 267, 268, 269, 270, 271, 272, 273, 274, 275, 276, 277, 278, 279, 280, 281, 282, 283, 284, 285, 286, 287, 288, 289, 290, 291, 292, 293, 294, 295, 296, 297, 298, 299, 300, 301, 302, 303, 304, 305, 306, 307, 308, 309, 310, 311, 312, 313, 314, 315, 316, 317, 318, 319, 320, 321, 322, 323, 324, 325, 326, 327, 328, 329, 330, 331, 332, 333, 334, 335, 336, 337, 338, 339, 340, 341, 342, 343, 344, 345, 346, 347, 348, 349, 350, 351, 352, 353, 354, 355, 356, 357, 358, 359, 360, 361, 362, 363, 364, 365, 366, 367, 368, 369, 370, 371, 372, 373, 374, 375, 376, 377, 378, 379, 380, 381, 382, 383, 384, 385, 386, 387, 388, 389, 390, 391, 392, 393, 394, 395, 396, 397, 398, 399, 400, 401, 402, 403, 404, 405, 406, 407, 408, 409, 410, 411, 412, 413, 414, 415, 416, 417, 418, 419, 420, 421, 422, 423, 424, 425, 426, 427, 428, 429, 430, 431, 432, 433, 434, 435, 436, 437, 438, 439, 440, 441, 442, 443, 444, 445, 446, 447, 448, 449, 450, 451, 452, 453, 454, 455, 456, 457, 458, 459, 460, 461, 462, 463, 464, 465, 466, 467, 468, 469, 470, 471, 472, 473, 474, 475, 476, 477, 478, 479, 480, 481, 482, 483, 484, 485, 486, 487, 488, 489, 490, 491, 492, 493, 494, 495, 496, 497, 498, 499, 500, 501, 502, 503, 504, 505, 506, 507, 508, 509, 510, 511, 512, 513, 514, 515, 516, 517, 518, 519, 520, 521, 522, 523, 524, 525, 526, 527, 528, 529, 530, 531, 532, 533, 534, 535, 536, 537, 538, 539, 540, 541, 542, 543, 544, 545, 546, 547, 548, 549, 550, 551, 552, 553, 554, 555, 556, 557, 558, 559, 560, 561, 562, 563, 564, 565, 566, 567, 568, 569, 570, 571, 572, 573, 574, 575, 576, 577, 578, 579, 580, 581, 582, 583, 584, 585, 586, 587, 588, 589, 590, 591, 592, 593, 594, 595, 596, 597, 598, 599, 600, 601, 602, 603, 604, 605, 606, 607, 608, 609, 610, 611, 612, 613, 614, 615, 616, 617, 618, 619, 620, 621, 622, 623, 624, 625, 626, 627, 628, 629, 630, 631, 632, 633, 634, 635, 636, 637, 638, 639, 640, 641, 642, 643, 644, 645, 646, 647, 648, 649, 650, 651, 652, 653, 654, 655, 656, 657, 658, 659, 660, 661, 662, 663, 664, 665, 666, 667, 668, 669, 670, 671, 672, 673, 674, 675, 676, 677, 678, 679, 680, 681, 682, 683, 684, 685, 686, 687, 688, 689, 690, 691, 692, 693, 694, 695, 696, 697, 698, 699, 700, 701, 702, 703, 704, 705, 706, 707, 708, 709, 710, 711, 712, 713, 714, 715, 716, 717, 718, 719, 720, 721, 722, 723, 724, 725, 726, 727, 728, 729, 730, 731, 732, 733, 734, 735, 736, 737, 738, 739, 740, 741, 742, 743, 744, 745, 746, 747, 748, 749, 750, 751, 752, 753, 754, 755, 756, 757, 758, 759, 760, 761, 762, 763, 764, 765, 766, 767, 768, 769, 770, 771, 772, 773, 774, 775, 776, 777, 778, 779, 780, 781, 782, 783, 784, 785, 786, 787, 788, 789, 790, 791, 792, 793, 794, 795, 796, 797, 798, 799, 800, 801, 802, 803, 804, 805, 806, 807, 808, 809, 810, 811, 812, 813, 814, 815, 816, 817, 818, 819, 820, 821, 822, 823, 824, 825, 826, 827, 828, 829, 830, 831, 832, 833, 834, 835, 836, 837, 838, 839, 840, 841, 842, 843, 844, 845, 846, 847, 848, 849, 850, 851, 852, 853, 854, 855, 856, 857, 858, 859, 860, 861, 862, 863, 864, 865, 866, 867, 868, 869, 870, 871, 872, 873, 874, 875, 876, 877, 878, 879, 880, 881, 882, 883, 884, 885, 886, 887, 888, 889, 890, 891, 892, 893, 894, 895, 896, 897, 898, 899, 900, 901, 902, 903, 904, 905, 906, 907, 908, 909, 910, 911, 912, 913, 914, 915, 916, 917, 918, 919, 920, 921, 922, 923, 924, 925, 926, 927, 928, 929, 930, 931, 932, 933, 934, 935, 936, 937, 938, 939, 940, 941, 942, 943, 944, 945, 946, 947, 948, 949, 950, 951, 952, 953, 954, 955, 956, 957, 958, 959, 960, 961, 962, 963, 964, 965, 966, 967, 968, 969, 970, 971, 972, 973, 974, 975, 976, 977, 978, 979, 980, 981, 982, 983, 984, 985, 986, 987, 988, 989, 990, 991, 992, 993, 994, 995, 996, 997, 998, 999, 1000.

## IN BRIEF

Costain Construction has been awarded a £15m. contract to build a 220-bed maternity unit at Southampton General Hospital for the Wessex Regional Health Authority. This unit is part of the fifth phase of the present development of the new teaching hospital for Southampton. The building will be of reinforced concrete framed construction with cavity brick and block external walls. The main part is nine storeys high on piled foundations incorporating internal car parking on the three lowest levels. The remainder of the building is two and three storeys high on raft foundations.

Mr. K. E. Alkrow has resigned from consulting engineers Readol Palmer and Tritton on grounds of ill health and Mr. L. W. Hinch has been appointed partner for the firm's roads and airports department. Mr. C. A. Howard and Mr. H. L. Wakeling have been appointed associates, respectively in charge of materials handling and crane division and hydraulics and coastal engineering department.

W. S. Try has won an order for the erection of over 200 houses and flats for the London Borough of Hillingdon at Harefield Road, Uxbridge. Work has started on the £1.9m. contract.

A £1.5m. contract has been awarded to Kenmar Construction Company by Upper Trent Divisions of the Severn Water Authority for extensions to filters and tanks and auxiliary works at Clay Mills water reclamation works.

A design and build contract worth £711,000 for aged persons bungalows and flats and a community centre for 700 persons Metropolitan District Council at Pontefract, and two others worth £54,000 to construct effluent separators at Kingsbury, Staffs.

## Expanded excavator range

LATEST ADDITIONS to the range of excavators produced by Richard Smalley (Engineering), include a self-contained materials handling unit with a 9 metre reach, a narrow wheel base machine for grave-digging, a

## By-pass for Telford

REED & Malik has been awarded the contract for Hadley bypass by Telford Development Corporation.

The contract worth £276,380, calls for a three-lane urban highway 500 metres long on the A518, a steel bridge under the railway, a prestressed five-span footbridge, an underpass and 13 retaining walls. Work has just started.

## factories in quick time

Cubitts have been in the construction business for over 150 years. Industrial building is part of the company's long tradition. But never before in its history has Cubitts built so many industrial projects for important clients as in the last few years. They are to be seen throughout the United Kingdom and include such major undertakings as: the Transmission Plant at Halewood, Central Parts Depot at Daventry and Extensions at Dagenham for Ford of Britain, Office and factory projects for Pilkington at St. Helens; the Tyre Factory at Burnley and Extension at Stoke for Michelin; The Canada Dry (UK) Bottling plant near Leeds... factories for Mullard at Simonstone, for Gilling at Bromborough, for Lever Brothers at Port Sunlight, for British Leyland at Speke and Leyland. All were completed within their scheduled times.

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schools, universities, hospitals, highways and motorways, offices, department stores, bridges, water and sewage plants, air terminals, power stations and reservoirs.

Whenever, wherever something has to be built in good time, that is the time to contact Cubitts, the company that continues to expand in the contracting world.

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Branches: **Geneva** (021-235 5026), **London** (01-235 4000), **New York** (212-512-2000), **Paris** (1-43-23-2000), **Rome** (06-478-1111), **Singapore** (336-1111), **Tokyo** (3-321-1111), **Zurich** (01-235 5026)

Printed by: **Printers Ltd**, 100, Abchurch Lane, London EC4A 3DF

MONDAY, JUNE 7, 1976

## Middle East rumbles

THE NEWS FROM the Middle East, rarely so alarming, has again become so. It is true that the latest developments—the Syrian naval presence in the Mediterranean, the closing of the Egyptian Embassy in Damascus, and the perceptions of various Arab states—do not, necessarily, add up to a coherent picture. But, at the very least, they suggest that an already dangerous situation may be becoming more so.

### Divided

The specific focus of concern at this time is the Lebanon, but it is clear that, even if the situation is ultimately confined to that territory, all the old enigmatic elements of the Middle East as a whole are still very much alive. These include the inability of the Arab states generally to agree among themselves, the absence of any concerted attempt to deal with the Palestinian question, the danger that even an inter-Arab dispute can turn into an Arab-Israeli dispute because of the role of the Arab states, and the risk—because of super-power interests—that any Middle East conflict can develop into a wider confrontation.

We are inclined to believe that the original Syrian intervention in the Lebanon was undertaken with the best of intentions, that it had the tacit understanding of the U.S. and—through the Americans—the grudging acceptance of the Israelis. What has happened since, however, as is the war with military interventions almost wherever they take place, is that the Syrians have found they have taken on more than they had bargained for. It is not simply a question of containing the Lebanese Christian Right and Muslim Left to talk to each other; there are more than two factions: the Syrians are divided among themselves and, at the same time, the question of the Palestinians. The intervention, in fact, has led to some curious revelations of

alliances. The Syrians—a radical Arab power—have appeared at times to be leaving their backs to support the Lebanese Christian minority. They have been less than enthusiastic about the approach by conservative Arab states—Kuwait and Saudi Arabia—seeking a rapprochement between Syria and Egypt, and indeed the sacking of the Egyptian Embassy in Damascus at the weekend, and its consequent closure by the Egyptians, suggest that Syrian-Egyptian relations are now worse than ever. On the other hand, the Syrians' behaviour in the Lebanon has not exactly endeared them to the Palestinians, whose cause they claim to favour.

It is possible that the diplomatic intervention of the Syrians and Iraqis—Arab extremists par excellence—will now lead to some sort of Syrian-Palestinian reconciliation but, if so, this is only likely to be on the basis of the "rejectionist" front which is opposed to the step-by-step approach to a Middle East settlement. It would not heal the rift with Egypt and the strategy would almost certainly have to depend on turning the Lebanon into more of a confrontation state—a prospect which the Syrians could hardly regard as an unqualified blessing.

### Contained

It is of the few compensations that such action by the Israelis has so far been avoided. Equally, the increase in the Soviet presence in the Eastern Mediterranean may reflect no more than an understandable Soviet anxiety that the situation in the Middle East threatens, from time to time, to get out of hand. Yet even if the crisis is now contained to the Lebanon, it is worth recalling that the root problem in the area is the problem of the Palestinians. Dr. Kissinger found that, even when his step-by-step diplomacy was more active, the Syrians are finding it now. If there is ever to be a Middle East settlement, the Palestinian question will have to be solved.

## The importance of child benefit

THE GOVERNMENT should not stand for a larger transfer of income in their wives' hands of a "son of 26" wages policy.

It may be that some trade union pressure was privately brought to bear on Mr. Ennals and his colleagues, but if so this would be in direct contradiction to the publicly stated TUC policy of supporting the child benefit as part of the "social contract." It could be more reasonably, that some Ministers believe that their political antennae tell them that in the North many male earners still keep their wage packets secret, handing out an arbitrary amount for "housekeeping" every week. Neither of these considerations is an adequate excuse for the Government's failure of nerve.

For the abandonment of the scheme is another costly example of what happens when an administration's entire strategy is based on winning acceptance of a single 41 per cent. equation. It is costly in immediate terms for the mothers (and children) who would have benefited, and it is costly in a more important general sense.

**Right direction**  
This is seen when the long history of frustrated attempts to reform the chaotic system of social security benefits is recalled. The last Conservative Government's tax credit scheme was the most ambitious attempt at reform yet offered (and, after a great deal of fuss, it was conceded that child credit would go to the mothers). The Labour Government's child benefit is nothing like so broad a reform, but it would at least be a step in the right direction. Those who argue that it should have been made more available to the recipients by increasing the amounts may have a point; if so the place to look for the money would have been in the much larger account that takes care of the old and the unemployed, both of whom have fared far better under Labour than families and children. Yet, whatever the merits of the scheme, the principle embodied in the Government's decision that child benefit should be restored, is sound.

In any case it was clearly not the public expenditure argument that swayed the Government. As proposed by Mrs. Barbara Castle, the scheme would have cost £110m. a year. Mr. Ennals's compromise would have cost £22.5m. a year. The £110m. cost for the father and £11.50m. for the mother and £1.50m. for the child, whatever the merits of the scheme, the principle embodied in the Government's decision that child benefit should be restored, is sound.



Royal Navy divers salvaging the wreck of a passenger ship along the Suez Canal in 1974, while at the same time a colleague chalks up another find for his ship (right).

After its eight-year closure, the Suez Canal is treated cautiously by shippers. John Wyles reports

## Crucial times for the Canal

"NO shipwrecks and no body drowned" — Stanley Holloway's comment on the tedium of a day at Blackpool is echoed with relief by shipowners and their insurers reflecting on one year's experience with the Suez Canal back in operation. On June 5 last year, Egypt's President Anwar Sadat, resplendent in a white admiral's uniform, celebrated the return of the Canal to active service by boarding a destroyer and sailing 46 miles down the waterway from Port Said to Ismailia.

His choice of a destroyer to make this historic journey down a predominantly merchant waterway was not inappropriate considering the extent of the operation to make the Canal safe for shipping. Ever since its closure during the Arab-Israeli war of June 1967, the Canal and its banks had steadily become one of the most dangerous areas in the world for any form of life—"even," it was said, "the snakes move on tiptoe." During the clearance operation which began in early 1974, more than 680,000 anti-personnel and anti-tank mines were removed from land on each side of the Canal and more than 41,500 explosive devices from its sides and bottom.

The British, French and American navies were called in to clear this volatile litter while the Egyptians themselves handled the removal of the Israeli-built causeway across the Canal at Deversoir and of 10 large wrecks which made the 100-mile waterway totally impassable. Closure of the Canal in 1967 was in itself a profound shock to the international shipping world, but the existence of these wrecks, some deliberately scuttled, with the imprisoning of 15 ships in the Canal for the eight years of war and phoney war, has produced an infinitely more cautious attitude on the part of shipowners. Notwith-

standing the evident thoroughness of the clean-up operations dwt and in 1967 vessels of up to this size constituted nearly 70 per cent. of the world's oil carrying fleet. Virtually all those ferrying oil from the Gulf to Europe and North America used the Canal and they provided 73 per cent. of its revenue. After 1967, while the Canal was acting as a dumping ground for assorted military hardware, the tanker industry learned quickly that the economies of scale offered by the VLCC more than absorbed the cost of steaming the extra 3,000-4,000 miles around the Cape. To-day only 25 per cent. of the world's tanker fleet is small enough to go through the Canal fully laden, and although a handful of VLCCs have travelled southwards in ballast the Suez Canal Authority has until recently been disappointed at its tanker figures.

In April, tanker transits did show an upsurge, with 200 vessels passing through, accounting for 40 per cent. of net tonnage that month. Work has now started on widening and deepening the Canal to a maximum permissible draught of 53 feet so that 150,000 dwt tankers can travel through fully loaded. This is due to be finished by the start of 1979, followed shortly afterwards by a second scheme to allow a draught of 61 feet which should accommodate VLCCs up to 250,000 dwt fully loaded and 300,000 dwt partly loaded. The second scheme is likely to take a further three years. Completion of phase one will certainly boost the Canal's passing through Suez but whether it will quickly assume the proportions of tonnage and revenue remains uncertain. One of the key variables is the current world tanker surplus which has made 50m. dwt of tankers idle and some of their owners nearly bankrupt. Thousands of man-hours are being spent studying the problem and trying to find a cure,

turned up trumps (though American Express says it took well over 100 years to throw off the shackles of the war like burden of oil). As the world had a long-term surplus of tankers as far as King George's Britain was concerned.

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### War risk premium

It is a measure of the Canal's rehabilitation that earlier this year marine underwriters in London dropped the additional war risk insurance premium levied on all cargoes shipped through the Canal. This has obviously encouraged the drub back, but it is still an open question whether Suez will ever recapture its position as a vital artery which in 1966-67 was carrying 14 per cent. of world trade.

If it fails, it will not be for want of effort by the Egyptians who, lacking the oil wealth of their Arab partners, require to maximise both the Canal's revenue and its political significance. The dues which are broadly double their 1967 level, have been carefully fixed to attract as much shipping as possible; and revenue is forecast this year at around \$220m. (\$350m.). But the main obstacle facing the Egyptians, apart from the need to assure peace in the area, is how to win back to the Canal the huge volumes of oil which in 1967 amounted to nearly 50 per cent. of all cargo passing through.

Closure of the Canal in 1967 gave an impetus to the construction of that modern behemoth, the Very Large Crude Carrier, with a deadweight of more than 200,000 tons. The largest tanker capable of navigating

Much of the discussion is about the impact on the surplus of widening the Canal, since obviously fewer tankers are required to take the same annual volume of oil from the Gulf to Europe via Suez than would be needed via the Cape.

These have already shown that a widened and deepened Canal might be subject to tidal currents which could be worry-some to tankers. Currents may not eventually prove critical but some tanker operators are aware that VLCCs are not the most mechanically reliable of vessels, are bound to ponder the consequences of one breakdown in the midst of, say, a convoy carrying more than 1m. tons of oil.

If the level of tanker usage has been one disappointment to the Egyptians, their failure to capture the major container operators on the Europe-Far East trade is another. These ships, worth \$30m. or more in cargo, were affected by the general inhibitions over safety when the Canal first opened, but the imposition of a 10 per cent. surcharge has since become the main reason why consortia such as Trio and Scandutch have stayed faithful to the Cape route.

For most of this century the Canal has been regarded as a lifeline, enabling international shipping to provide Europe with the oil and raw materials its industries need. After it was closed in 1967, the world quickly learned to adapt. For shipowners it is now a utility to be used when there is a clear advantage. But there will always be a slight tremor in committing a ship to the Canal. In the early days after reopening last year, Ocean Transport and Trading, one of Britain's leading shipping groups, insisted that each of its ships radiotelephone for permission before finally entering the Canal. The company is ready to reintroduce these precautions at the first sign of a crisis and, while this may seem extreme, it should be remembered that Ocean had two ships bottled up for eight years after the Canal's closure during the 1967 war. As one senior executive said: "You only want one panic like that in a lifetime."

However, the reopening of the Canal has had some impact on the lines belonging to the Far

East Freight Conference whose chairman reported only last month that the 20 per cent. saving in journey time to the Far East via Suez had given not eventually prove critical but some tanker operators are aware that VLCCs are not the most mechanically reliable of vessels, are bound to ponder the consequences of one breakdown in the midst of, say, a convoy carrying more than 1m. tons of oil.

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Likely to be an option

In the short term, however, it seems probable that the tanker surplus will depress the Canal's fortunes, unless its rates are slashed. This is because demand for tankers is so slack that owners prefer to slow steam around the Cape to the Gulf to pick up oil rather than face the additional cost of putting their ships through the Canal where charges of up to \$200,000 for a VLCC in ballast have been incurred. Some experts see little prospect of any real easing of the tanker crisis until the early 1980s. This implies that there will be no stampede by tanker owners to use the widened and deepened Canal unless they can see a clear cost advantage. It will depend partly on the balance between oil freight rates and Canal dues.

For the VLCC owner, the widened and deepened Canal is likely to be an option which he may or may not take according to prevailing freight rates, Canal dues and the urgency with which he needs particular vessels in particular places. If by the time the phase one scheme is finished these factors combine to form an overwhelming case for putting 150,000 dwt tankers fully laden through the Canal, the final decision may still be swayed by judgments about safety.

The Canal Authority is employing a consortium of British consultants to provide technical and economic guidelines on running the Canal when it moves into the age of the Supership.

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Congestion in Arab ports

The surcharge is intended to cover containers carried on deck and operators claim it is unfair since these only make up for empty spaces inside the ships, caused partly by their cellular design. Desultory negotiations with the Canal authorities have been under way for some months and there now appears to be some prospect of a settlement which could lead to the first transits in the autumn by ships belonging to these big international groups. The container revolution has prospered since 1967 and would, in any case, mean a fall in the number of ships passing to and from Far Eastern destinations because one container ship replaces nine or ten traditional cargo ships.

However, the reopening of the Canal has had some impact on the lines belonging to the Far

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# ASSOCIATION OF INTERNATIONAL BOND DEALERS

## Eurobond Quotations and Yields

Last autumn the Association of International Bond Dealers (AIBD) started to compile current market quotations and yields for Eurobond issues. From now on these quotations will be published monthly by the Financial Times.

During its fifteen-year history, the Eurobond market has developed into one of the world's major capital markets. Last year between \$8bn and \$9bn (about £4bn) was raised on this market by governments and public sector

### QUOTATIONS AND YIELDS AT 27 MAY 1976.

institutions, companies and international organisations. The variety of securities offered in this market in terms of their form and currency of denomination has never been greater. There is no single stock exchange for Eurobonds in the usually recognised sense. Secondary market trading business is done on the telephone between dealers scattered across the world's major financial centres.

Membership of the Association of International Bond Dealers brings together over 350 institutions from approximately 18 countries.

Established in 1969 the Association has been the forum through which solutions have been found for the technical problems which inevitably accompanied the Eurobond market's rapid growth.

Its rules are now accepted as the basis for International Eurobond dealing and its publications have a unique authority in the market.

The Association's prices and yield figures are compiled from quotations obtained from market-makers on the last working day of each month. A key to the tables is published immediately below.

S. M. Yassukovich  
CHAIRMAN OF AIBD

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This information is from reports from official and other sources which the Association of International Bond Dealers considers to be reliable, but adequate means of checking its accuracy are not available and the Association does not guarantee that the information it contains is accurate or complete.

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### MARKET MAKERS

REGION 1—BELGIUM			205 Banco Ambrosiano S.p.A.			604 Barclays Nat. & Co. N.V.			805 Credit Suisse/Swiss Credit Bank			947 Salomon Brothers International Ltd.		
105 Banque Paribas	1000 Brussels	3, Montagne du Parc	20121 Milan	Via Clerici 2	Via Clerici 2	Amsterdam	Herengracht 500	Amsterdam	Paradeplatz 5	Amsterdam	Paradeplatz 5	London	1 Moorgate	
		P 813 90 40/813 82 38	P 87 12 00 T 35 124	P 87 12 00 T 35 124	P 87 12 00 T 35 124		P 62 208 T 12 130/12 193		P 56 512 New Issues		P 56 512 New Issues	EC2A 6AB	P 800—4151 T 88 6441	
110 Dewaay, Seblin, Servais	1000 Brussels	Van Camphenout & Cie	1000 Brussels	1 Boulevard Anspach-Bofie 10	1000 Brussels	1000 Brussels	1000 Brussels	1000 Brussels	1000 Brussels	1000 Brussels	1000 Brussels	1000 Brussels	1000 Brussels	
		P 219 38 90 T 81 826/21 826		P 219 38 90 T 81 826/21 826								EC2P 2BY	P 688—6444 T 88 3273/74	
115 Kredietbank N.V.	1000 Brussels	1 Arenbergstraat	20121 Milan	Piazza Cordusio 2	20121 Milan	20121 Milan	Piazza Cordusio 2	20121 Milan	Piazza Cordusio 2	20121 Milan	20121 Milan	20121 Milan	20121 Milan	
		P 813 19 45 T 21 909 New Issues		P 813 19 45 T 21 909 New Issues								EC2P 2BY	P 688—6444 T 88 3273/74	
REGION 2—FRANCE			206 Banque Nationale de Paris			605 Bank of Helsinki Ltd.			806 Swiss Bank Corporation			948 Salomon Brothers International Ltd.		
205 Banque Nationale de Paris	75000 Paris	16, Boulevard des Italiens	20121 Milan	Via Clerici 2	Via Clerici 2	Amsterdam	Herengracht 500	Amsterdam	Paradeplatz 5	Amsterdam	Paradeplatz 5	London	1 Moorgate	
		P 813 90 40/813 82 38	P 87 12 00 T 35 124	P 87 12 00 T 35 124	P 87 12 00 T 35 124		P 62 208 T 12 130/12 193		P 56 512 New Issues		P 56 512 New Issues	EC2A 6AB	P 800—4151 T 88 6441	
210 Credit Commercial de France	75000 Paris	103, Avenue des Champs-Élysées	20121 Milan	Via Clerici 2	Via Clerici 2	Amsterdam	Herengracht 500	Amsterdam	Paradeplatz 5	Amsterdam	Paradeplatz 5	London	1 Moorgate	
		P 813 90 40/813 82 38	P 87 12 00 T 35 124	P 87 12 00 T 35 124	P 87 12 00 T 35 124		P 62 208 T 12 130/12 193		P 56 512 New Issues		P 56 512 New Issues	EC2A 6AB	P 800—4151 T 88 6441	
215 Credit Lyonnais	75000 Paris	19, Boulevard des Italiens	20121 Milan	Via Clerici 2	Via Clerici 2	Amsterdam	Herengracht 500	Amsterdam	Paradeplatz 5	Amsterdam	Paradeplatz 5	London	1 Moorgate	
		P 813 90 40/813 82 38	P 87 12 00 T 35 124	P 87 12 00 T 35 124	P 87 12 00 T 35 124		P 62 208 T 12 130/12 193		P 56 512 New Issues		P 56 512 New Issues	EC2A 6AB	P 800—4151 T 88 6441	
220 Interunion-Banque	75000 Paris	8, Place Vendôme	20121 Milan	Via Clerici 2	Via Clerici 2	Amsterdam	Herengracht 500	Amsterdam	Paradeplatz 5	Amsterdam	Paradeplatz 5	London	1 Moorgate	
		P 813 90 40/813 82 38	P 87 12 00 T 35 124	P 87 12 00 T 35 124	P 87 12 00 T 35 124		P 62 208 T 12 130/12 193		P 56 512 New Issues		P 56 512 New Issues	EC2A 6AB	P 800—4151 T 88 6441	
REGION 3—GERMANY/AUSTRIA			206 Banque Nationale de Paris			605 Bank of Helsinki Ltd.			806 Swiss Bank Corporation			948 Salomon Brothers International Ltd.		
305 Deutsche Bank AG	6000 Frankfurt	Grosse Gallusstrasse 10-14	20121 Milan	Via Clerici 2	Via Clerici 2	Amsterdam	Herengracht 500	Amsterdam	Paradeplatz 5	Amsterdam	Paradeplatz 5	London	1 Moorgate	
		P 813 90 40/813 82 38	P 87 12 00 T 35 124	P 87 12 00 T 35 124	P 87 12 00 T 35 124		P 62 208 T 12 130/12 193		P 56 512 New Issues		P 56 512 New Issues	EC2A 6AB	P 800—4151 T 88 6441	
307 Westdeutsche Landesbank Girozentrale	4600 Düsseldorf	Friedrichstrasse 56	20121 Milan	Via Clerici 2	Via Clerici 2	Amsterdam	Herengracht 500	Amsterdam	Paradeplatz 5	Amsterdam	Paradeplatz 5	London	1 Moorgate	
		P 813 90 40/813 82 38	P 87 12 00 T 35 124	P 87 12 00 T 35 124	P 87 12 00 T 35 124		P 62 208 T 12 130/12 193		P 56 512 New Issues		P 56 512 New Issues	EC2A 6AB	P 800—4151 T 88 6441	
309 Creditanstalt Bankverein	1010 Vienna	Schottengasse 8	20121 Milan	Via Clerici 2	Via Clerici 2	Amsterdam	Herengracht 500	Amsterdam	Paradeplatz 5	Amsterdam	Paradeplatz 5	London	1 Moorgate	
		P 813 90 40/813 82 38	P 87 12 00 T 35 124	P 87 12 00 T 35 124	P 87 12 00 T 35 124		P 62 208 T 12 130/12 193		P 56 512 New Issues		P 56 512 New Issues	EC2A 6AB	P 800—4151 T 88 6441	
310 Girozentrale und Bank der österreichischen Sparkassen AG	1011 Vienna	Schubertstrasse 2	20121 Milan	Via Clerici 2	Via Clerici 2	Amsterdam	Herengracht 500	Amsterdam	Paradeplatz 5	Amsterdam	Paradeplatz 5	London	1 Moorgate	
		P 813 90 40/813 82 38	P 87 12 00 T 35 124	P 87 12 00 T 35 124	P 87 12 00 T 35 124		P 62 208 T 12 130/12 193		P 56 512 New Issues		P 56 512 New Issues	EC2A 6AB	P 800—4151 T 88 6441	
REGION 4—ITALY			206 Banque Nationale de Paris			605 Bank of Helsinki Ltd.			806 Swiss Bank Corporation			948 Salomon Brothers International Ltd.		
405 Banca Commerciale Italiana	20121 Milan	Piazza della Scala 6	20121 Milan	Via Clerici 2	Via Clerici 2	Amsterdam	Herengracht 500	Amsterdam	Paradeplatz 5	Amsterdam	Paradeplatz 5	London	1 Moorgate	
		P 813 90 40/813 82 38	P 87 12 00 T 35 124	P 87 12 00 T 35 124	P 87 12 00 T 35 124		P 62 208 T 12 130/12 193		P 56 512 New Issues		P 56 512 New Issues	EC2A 6AB	P 800—4151 T 88 6441	
406 Banca Commerciale Italiana	20121 Milan	Piazza della Scala 6	20121 Milan	Via Clerici 2	Via Clerici 2	Amsterdam	Herengracht 500	Amsterdam	Paradeplatz 5	Amsterdam	Paradeplatz 5	London	1 Moorgate	
		P 813 90 40/813 82 38	P 87 12 00 T 35 124	P 87 12 00 T 35 124	P 87 12 00 T 35 124		P 62 208 T 12 130/12 193		P 56 512 New Issues		P 56 512 New Issues	EC2A 6AB	P 800—4151 T 88 6441	
407 Banca Commerciale Italiana	20121 Milan	Piazza della Scala 6	20121 Milan	Via Clerici 2	Via Clerici 2	Amsterdam	Herengracht 500	Amsterdam	Paradeplatz 5	Amsterdam	Paradeplatz 5	London	1 Moorgate	
		P 813 90 40/813 82 38	P 87 12 00 T 35 124	P 87 12 00 T 35 124	P 87 12 00 T 35 124		P 62 208 T 12 130/12 193		P 56 512 New Issues		P 56 512 New Issues	EC2A 6AB	P 800—4151 T 88 6441	
408 Banca Commerciale Italiana	20121 Milan	Piazza della Scala 6	20121 Milan	Via Clerici 2	Via Clerici 2	Amsterdam	Herengracht 500	Amsterdam	Paradeplatz 5	Amsterdam	Paradeplatz 5	London	1 Moorgate	
		P 813 90 40/813 82 38	P 87 12 00 T 35 124	P 87 12 00 T 35 124	P 87 12 00 T 35 124		P 62 208 T 12 130/12 193		P 56 512 New Issues		P 56 512 New Issues	EC2A 6AB	P 800—4151 T 88 6441	
409 Banca Commerciale Italiana	20121 Milan	Piazza della Scala 6	20121 Milan	Via Clerici 2	Via Clerici 2	Amsterdam	Herengracht 500	Amsterdam	Paradeplatz 5	Amsterdam	Paradeplatz 5	London	1 Moorgate	
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410 Banca Commerciale Italiana	20121 Milan	Piazza della Scala 6	20121 Milan	Via Clerici 2	Via Clerici 2	Amsterdam	Herengracht 500	Amsterdam	Paradeplatz 5	Amsterdam	Paradeplatz 5	London	1 Moorgate	
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411 Banca Commerciale Italiana	20121 Milan	Piazza della Scala 6	20121 Milan	Via Clerici 2	Via Clerici 2	Amsterdam	Herengracht 500	Amsterdam	Paradeplatz 5	Amsterdam	Paradeplatz 5	London	1 Moorgate	
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412 Banca Commerciale Italiana	20121 Milan	Piazza della Scala 6	20121 Milan	Via Clerici 2	Via Clerici 2	Amsterdam	Herengracht 500	Amsterdam	Paradeplatz 5	Amsterdam	Paradeplatz 5	London	1 Moorgate	
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413 Banca Commerciale Italiana	20121 Milan	Piazza della Scala 6	20121 Milan	Via Clerici 2	Via Clerici 2	Amsterdam	Herengracht 500	Amsterdam	Paradeplatz 5	Amsterdam	Paradeplatz 5	London	1 Moorgate	
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414 Banca Commerciale Italiana	20121 Milan	Piazza della Scala 6	20121 Milan	Via Clerici 2	Via Clerici 2	Amsterdam	Herengracht 500	Amsterdam	Paradeplatz 5	Amsterdam	Paradeplatz 5	London	1 Moorgate	
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415 Banca Commerciale Italiana	20121 Milan	Piazza della Scala 6	20121 Milan	Via Clerici 2	Via Clerici 2	Amsterdam	Herengracht 500	Amsterdam	Paradeplatz 5	Amsterdam	Paradeplatz 5	London	1 Moorgate	
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416 Banca Commerciale Italiana	20121 Milan	Piazza della Scala 6	20121 Milan	Via Clerici 2	Via Clerici 2	Amsterdam	Herengracht 500	Amsterdam	Paradeplatz 5	Amsterdam	Paradeplatz 5	London	1 Moorgate	
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417 Banca Commerciale Italiana	20121 Milan	Piazza della Scala 6	20121 Milan	Via Clerici 2	Via Clerici 2	Amsterdam	Herengracht 500	Amsterdam	Paradeplatz 5	Amsterdam	Paradeplatz 5	London	1 Moorgate	
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418 Banca Commerciale Italiana	20121 Milan	Piazza della Scala 6	20121 Milan	Via Clerici 2	Via Clerici 2	Amsterdam	Herengracht 500	Amsterdam	Paradeplatz 5	Amsterdam	Paradeplatz 5	London	1 Moorgate	
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419 Banca Commerciale Italiana	20121 Milan	Piazza della Scala 6	20121 Milan	Via Clerici 2	Via Clerici 2	Amsterdam	Herengracht 500	Amsterdam	Paradeplatz 5	Amsterdam	Paradeplatz 5	London	1 Moorgate	
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420 Banca Commerciale Italiana	20121 Milan	Piazza della Scala 6	20121 Milan	Via Clerici 2	Via Clerici 2	Amsterdam	Herengracht 500	Amsterdam	Paradeplatz 5	Amsterdam	Paradeplatz 5	London	1 Moorgate	
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421 Banca Commerciale Italiana	20121 Milan	Piazza della Scala 6	20121 Milan	Via Clerici 2	Via Clerici 2	Amsterdam	Herengracht 500	Amsterdam	Paradeplatz 5	Amsterdam	Paradeplatz 5	London	1 Moorgate	
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422 Banca Commerciale Italiana	20121 Milan	Piazza della Scala 6	20121 Milan	Via Clerici 2	Via Clerici 2	Amsterdam	Herengracht 500	Amsterdam	Paradeplatz 5	Amsterdam	Paradeplatz 5	London	1 Moorgate	
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423 Banca Commerciale Italiana	20121 Milan	Piazza della Scala 6	20121 Milan	Via Clerici 2	Via Clerici 2	Amsterdam	Herengracht 500	Amsterdam	Paradeplatz 5	Amsterdam	Paradeplatz 5	London	1 Moorgate	
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424 Banca Commerciale Italiana	20121 Milan	Piazza della Scala 6	20121 Milan	Via Clerici 2	Via Clerici 2	Amsterdam	Herengracht 500	Amsterdam	Paradeplatz 5	Amsterdam	Paradeplatz 5	London	1 Moorgate	
		P 813 90 40/813 82 38	P 87 12 00 T 35 124	P 87 12 00 T 35 124	P 87 12 00 T 35 124		P 62 208 T 12 130/12 193		P 56 512 New Issues		P 56 512 New Issues	EC2A 6AB	P 800—4151 T 88 6441	
425 Banca Commerciale Italiana	20121 Milan	Piazza della Scala 6	20121 Milan	Via Clerici 2	Via Clerici 2	Amsterdam	Herengracht 500	Amsterdam	Paradeplatz 5	Amsterdam	Paradeplatz 5	London	1 Moorgate	
		P 813 90 40/813 82 38	P 87 12 00 T 35 124	P 87 12 00 T 35 124	P 87 12 00 T 35 124		P 62 208 T 12 130/12 193		P 56 512 New Issues		P 56 512 New Issues	EC2A 6AB	P 800—4151 T 88 6441	
426 Banca Commerciale Italiana	20121 Milan	Piazza della Scala 6	20121 Milan	Via Clerici 2	Via Clerici 2	Amsterdam	Herengracht 500	Amsterdam	Paradeplatz 5	Amsterdam	Paradeplatz 5	London	1 Moorgate	
		P 813 90 40/813 82 38	P 87 12 00 T 35 124	P 87 12 00 T 35 124	P 87 12 00 T 35 124		P 62 208 T 12 130/12 193		P 56 512 New Issues		P 56 512 New Issues	EC2A 6AB	P 800—4151 T 88 6441	
427 Banca Commerciale Italiana	20121 Milan	Piazza della Scala 6	20121 Milan	Via Clerici 2	Via Clerici 2	Amsterdam	Herengracht 500	Amsterdam	Paradeplatz 5	Amsterdam	Paradeplatz 5	London	1 Moorgate	
		P 813 90 40/813 82 38	P 87 12 00 T 35 124	P 87 12 00 T 35 124	P 87 12 00 T 35 124		P 62 208 T 12 130/12 193		P 56 512 New Issues		P 56 512 New Issues	EC2A 6AB	P 800—4151 T 88 6441	
428 Banca Commerciale Italiana	20121 Milan	Piazza della Scala 6	20121 Milan	Via Clerici 2	Via Clerici 2	Amsterdam	Herengracht 500	Amsterdam	Paradeplatz 5	Amsterdam	Paradeplatz 5	London	1 Moorgate	
		P 813 90 40/813 82 38	P 87 12 00 T 35 124	P 87 12 00 T 35 124	P 87 12 00 T 35 124		P 62 208 T 12 130/12 193		P 56 512 New Issues		P 56 512 New Issues	EC2A 6AB	P 800—4151 T 88 6441	
429 Banca Commerciale Italiana	20121 Milan	Piazza della Scala 6	20121 Milan	Via Clerici 2	Via Clerici 2	Amsterdam	Herengracht 500	Amsterdam	Paradeplatz 5	Amsterdam	Paradeplatz 5	London	1 Moorgate	
		P 813 90 40/813 82 38	P 87 12 00 T 35 12											



[illegible]



ISSUED	YEAR OF ISSUE	BORROWER	PRICE	LIFE	YIELD TO MATURITY	CURRENT YIELD	NEXT CALL PRICE	NEXT CALL DATE	SECURITY	DELIVERY	MARKET MAKERS
ESTD O/S (MM)	ISSUE PRICE	COUPON-MATURITY		AVG LIFE	YIELD TO AVG LIFE		NEXT S/F AMOUNT (MM)	1ST S/F DATE	LISTING		
40.00	1976	NEW ZEALAND E.P. CORP.	100 3/8	6.43	8.94	8.97	101.00	1980	SR EU	412 105 115 305 520 804 870	
40.00	1980	9.00 15/ 1/1983		5.59	6.89		DP 2.00	1977	LA	927 930 943 953 955 960	
25.00	1976	NEW ZEALAND E.P. CORP.	102 5/8	9.80	9.32	9.50	101.00	1981	SR EU	436 104 115 305 425 520 810	
25.00	1980	9.75 15/ 3/1983					PF 1.78	1977	LA	923 930 943 950 955 960	
25.00	1976	NEW ZEALAND E.P. CORP.	103	4.43	9.14	9.56			SR EU	64 107 870 923 943 955 960	
25.00	1980	9.75 15/ 3/1983							LA	923 930 943 950 955 960	
75.00	1976	ONTARIO HYDRO-ELECTRIC	97 3/4	7.00	6.69	8.44			SR EU	143 105 115 305 735 910 935	
75.00	1980	8.25 27/ 3/1983							LA	940 947 955	
35.00	1976	ONTARIO HYDRO-ELECTRIC	98 3/4	5.64	8.43	8.35	102.00	1977	SR EU	143 105 305 870 935 945 960	
35.00	1980	8.25 15/ 3/1983		5.14	8.55		3.50	1977	LA	975 980	
75.00	1976	ONTARIO HYDRO	103	4.30	8.12	8.74			SR EU	143 105 115 305 735 910 935	
75.00	1980	9.00 15/ 3/1983							LA	950 955 960 975 950	
75.00	1976	ONTARIO HYDRO	101 5/8	6.60	8.64	8.86			SR EU	143 ***	
75.00	1980	9.00 2/ 1/1983							LA		
25.00	1976	ONTARIO-CARLETON	100 1/4	13.80	9.46	9.48	102.00	1981	SR EU	64 105 115 305 735 910 935	
25.00	1980	9.38 15/ 3/1983		9.38	9.43		2.19	1981	LA	943 955 960 975 980	
30.00	1976	POLYMER LTD.	102 1/4	5.64	9.43	9.73			SR EU	64 105 115 305 870 910 935	
30.00	1980	10.00 15/ 3/1983					PF 1.00	1978	LA	955 960 975 980	
50.00	1976	PROVINCE OF MONTANA	100 1/2	6.62	8.64	8.71			SR EU	64 105 115 305 735 910 935	
50.00	1980	8.75 15/ 3/1983							LA	975 980	
15.00	1976	PROVINCE OF MONTANA	103 1/8	8.73	8.73	8.97	102.00	1980	SR EU	64 105 115 305 735 910 935	
15.00	1980	9.25 30/ 3/1983		6.92	8.93		3.00	1981	LA	943 955 960 975 980	
10.00	1976	PROVINCE OF MONTANA	102 1/4	3.75	7.96	8.56	101.00	1977	SR EU	361 105 520 943 963 975 980	
10.00	1980	9.25 15/12/1982		2.44	7.96		1.00	1979	LA		
20.00	1976	PROVINCE OF MONTANA	99 1/8	9.76	8.63	8.38	102.50	1981	SR EU	361 105 945 960 975 980	
20.00	1980	9.25 15/ 3/1983		5.34	8.69		1.50	1982	LA		
15.00	1976	PROVINCE OF MONTANA	103 1/4	8.97	8.47	8.72	102.50	1980	SR EU	361 105 945 960 975 980	
15.00	1980	9.00 15/ 3/1983		5.42	8.24		1.00	1981	LA		
125.00	1976	PROVINCE OF MONTANA	100 1/8	5.55	8.36	8.36	100.00	1981	SR EU	479 60 931	
125.00	1980	8.20 15/12/1982							LA		
150.00	1976	PROVINCE OF MONTANA	100	29.03	9.33	9.33	103.45	1980	SR EU	479 931	
150.00	1980	9.25 15/ 3/2005							LA		
20.00	1976	PROVINCE OF QUEBEC	98 3/4	11.64	8.79	8.26	101.50	1981	SR EU	359 105 115 305 735 910 935	
20.00	1980	7.50 15/ 3/1983		8.60	9.08		1.00	1976	LA	943 955 960 975 980	
20.00	1976	PROVINCE OF QUEBEC	99 3/8	8.85	8.58	8.53			SR EU	359 ***	
20.00	1980	8.50 1/ 4/1981							LA		
75.00	1976	PROVINCE OF QUEBEC	100 3/8	8.64	8.90	8.97			SR EU	517 ***	
75.00	1980	8.00 15/ 3/1983							LA		
50.00	1976	PROVINCE OF QUEBEC	100 1/8	7.85	8.94	8.99	100.75	1977	SR EU	359 ***	
50.00	1980	8.00 1/ 4/1984							LA		
15.00	1976	PROVINCE OF QUEBEC	102 1/4	8.76	7.01	8.20	102.00	1979	SR EU	161 105 945 960 975 980	
15.00	1980	8.00 1/ 3/1983		5.39	8.46		1.00	1981	LA		
20.00	1976	QUEBEC HYDRO-ELECTRIC	99 1/4	3.39	8.23	8.06	100.00	1976	SR EU	161 105 945 960 975 980	
20.00	1980	8.00 15/12/1982							LA		
20.00	1976	QUEBEC HYDRO-ELECTRIC	98 7/8	9.50	8.11	8.34	101.00	1981	SR EU	361 105 305 870 910 935 960	
20.00	1980	8.25 15/ 3/1983		6.63	8.47		1.00	1976	LA	943 955 960 975 980	
25.00	1976	QUEBEC HYDRO-ELECTRIC	100 5/8	10.47	8.39	8.43	101.00	1981	SR EU	359 105 305 870 910 935 960	
25.00	1980	8.50 15/12/1982		7.18	8.37		1.00	1976	LA	943 955 960 975 980	
20.00	1976	QUEBEC HYDRO-ELECTRIC	100 3/8	12.68	8.43	8.47	101.50	1982	SR EU	361 105 305 870 910 935 960	
20.00	1980	8.50 1/ 3/1983		9.58	8.43		1.00	1977	LA	975 980	
15.00	1976	QUEBEC HYDRO-ELECTRIC	101 7/8	9.35	8.99	9.08	102.00	1980	SR EU	359 105 945 960 975 980	
15.00	1980	9.25 1/10/1985		5.30	8.76		1.00	1971	LA		
25.00	1976	QUEBEC HYDRO-ELECTRIC	98 7/8	4.30	9.50	9.51			SR EU	230 105 115 305 870 910 935 960	
25.00	1980	9.25 15/ 3/1983		6.00	9.32		1.50	1980	LA	975 980	
60.00	1976	BRACON	101 1/4	6.72	8.72	8.89	100.50	1981	SR EU	316 105 115 305 735 910 935	
60.00	1980	9.00 15/ 3/1983							LA	943 955 960 975 980	
20.00	1976	REPUBLIC OF COLOMBIA	98 1/2	11.68	10.01	9.43	102.00	1983	SR EU	359 915 920 975	
20.00	1980	8.25 1/ 3/1983		6.52	10.76		1.00	1973	LA		
15.00	1976	REPUBLIC OF COLOMBIA	98 7/8	9.55	8.02	8.65	101.00	1981	SR EU	359 105 305 870 910 935 960	
15.00	1980	8.75 1/ 4/1986		5.88	8.09		DP 1.00	1974	LA	975 980	

ISSUED	YEAR OF ISSUE	BORROWER	PRICE	LIFE	YIELD TO MATURITY	CURRENT YIELD	NEXT CALL PRICE	NEXT CALL DATE	SECURITY	DELIVERY	MARKET MAKERS
ESTD O/S (MM)	ISSUE PRICE	COUPON-MATURITY		AVG LIFE	YIELD TO AVG LIFE		NEXT S/F AMOUNT (MM)	1ST S/F DATE	LISTING		
15.00	1976	CITY OF COPENHAGEN	96 5/8	1.97	7.34	5.64	100.00	1977	SR EU	435 105 420 710 730 735 935	
15.00	1980	5.375 15/ 3/1983		1.47	7.97		1.50	1979	LA	950 955 960 975	
15.00	1976	CITY OF COPENHAGEN	83 7/8	9.47	8.52	7.15	102.00	1976	SR EU	315 105 520 710 720 730 735	
15.00	1980	6.00 15/12/1982		4.97	10.29		1.00	1973	LA	922 950 955 960 975	
25.00	1976	CITY OF COPENHAGEN	84 1/4	10.95	8.80	7.72	102.00	1976	SR EU	315 105 520 710 720 730 735	
25.00	1980	6.50 15/ 3/1983		5.88	10.18		1.25	1976	LA	935 950 955 960 975	
15.00	1976	CITY OF COPENHAGEN	97 1/2	8.30	8.41	8.21	101.50	1979	SR EU	485 105 520 710 720 730 735	
15.00	1980	6.00 15/ 9/1984		4.79	8.55		1.00	1973	LA	955 960 975	
15.00	1976	CITY OF COPENHAGEN	100 1/2	9.35	8.40	8.96	102.00	1981	SR EU	335 105 305 520 710 720 735	
15.00	1980	9.00 15/12/1982		5.39	8.87		1.00	1973	LA	940 945 950 955 960 975	
15.00	1976	COPENHAGEN CREDIT ADH	86 3/4	10.72	9.78	8.93	101.50	1983	SR EU	315 105 115 520 710 715 730	
15.00	1980	7.75 15/ 3/1983		7.39	10.39		1.50	1977	LA	935 940 945 955 960 975	
15.00	1976	COPENHAGEN TELEPHONE	96 1/2	1.48	7.52	5.65	100.00	1977	SR EU	72 105 520 710 720 730 735	
15.00	1980	5.375 15/ 3/1983		1.38	8.23		1.50	1976	LA	950 955 960 975	
15.00	1976	COPENHAGEN TELEPHONE	98 1/4	1.01	7.57	5.81	100.00	1976	SR EU	72 105 520 710 720 730 735	
15.00	1980	5.425 15/ 3/1983		1.51	4.36		1.50	1976	LA	950 955 960 975	
15.00	1976	COPENHAGEN TELEPHONE	89 1/4	7.72	7.63	6.44	101.50	1977	SR EU	315 105 520 710 720 730 735	
15.00	1980	5.75 15/ 3/1983		4.22	8.91		1.00	1973	LA	955 960 975	
15.00	1976	COPENHAGEN TELEPHONE	85 1/8	8.10	8.31	6.75	101.50	1976	SR EU	72 105 520 710 720 730 735	
15.00	1980	4.75 15/ 3/1983		4.10	10.38		1.00	1976	LA	955 960 975	
10.00	1976	COPENHAGEN TELEPHONE	94 3/4	6.34	7.51	7.12	101.00	1977	SR EU	72 105 520 710 720 730 735	
10.00	1980	6.75 15/12/1982		3.34	8.57		1.00	1973	LA	955 960 975	
15.00	1976	COPENHAGEN TELEPHONE	90 3/8	9.65	8.21	7.47	101.50	1977	SR EU	72 105 520 710 720 730 735	
15.00	1980	6.75 15/ 3/1983		5.39	9.09		1.00	1973	LA	955 960 975	
15.00	1976	COPENHAGEN TELEPHONE	97 1/2	9.48	8.87	8.72	101.50	1977	SR EU	72 105 520 710 720 730 735	
15.00	1980	5.50 15/ 3/1983		5.39	9.07		1.00	1973	LA	955 960 975	
10.00	1976	COPENHAGEN TELEPHONE	89 5/8	8.88	9.03	9.03	101.50	1976	SR EU	72 105 520 710 720 730 735	
10.00	1980	8.00 15/ 3/1983		5.22	9.09		1.00	1976	LA	955 960 975	
15.00	1976	DENMARK - ABE MUNICIPAL	84 5/8	8.04	8.44	6.79	101.50	1976	SR EU	315 105 520 710 720 730 735	
15.00	1980	5.75 30/ 6/1983		4.46	10.22		1.00	1973	LA	955 960 975	
15.00	1976	DENMARK - MORTGAGE BANK	86 1/2	7.80	8.73	6.61	101.00	1977	SR EU	359 105 520 710 720 730 735	
15.00	1980	5.625 15/ 3/1983		4.30	9.73		1.00	1973	LA	955 960 975	
15.00	1976	DENMARK - MORTGAGE BANK	86 1/2	8.67	8.32	7.23	102.50	1977	SR EU	315 105 520 710 720 730 735	
15.00	1980	8.25 15/ 3/1983		5.19	9.67		1.00	1976	LA	955 960 975	
15.00	1976	DENMARK - MORTGAGE BANK	96 3/8	5.74	7.52	7.00	102.50	1977	SR EU	315 105 520 710 720 730 735	
15.00	1980	8.75 15/ 3/1983		3.29	8.03		1.00	1976	LA	955 960 975	
15.00	1976	DENMARK - MORTGAGE BANK	98 3/8	3.74	7.74	7.37	100.00	1979	SR EU	327 105 520 710 720 730 735	
15.00	1980	7.25 15/ 3/1983		2.28	8.06		1.50	1976	LA	955 960 975	</



ISSUED	YEAR OF ISSUE	BORROWER	PRICE	LIFE	YIELD TO MAT- URTY	CUR- RENT YIELD	NEXT CALL PRICE	NEXT CALL DATE	SECURITY GUARANTEE	DELIVERY	LEAD MANAGER	MARKET MAKERS
ESTD Q/S (MM)	ISSUE PRICE	COUPON-MATURITY		AVGE LIFE	YIELD TO AVGE LIFE		NEXT S/F AMOUNT (MM)	1ST S/F DATE	LISTING			
60.00	1975 100.00	S.N.C.F. 9.125 15/ 4/1980 S	100 7/8	3.88	5.04	9.25			CC NY	461 60 70 90 205 385 529		
48.00	1975 100.00	S.N.C.F. 9.25 15/ 3/1981	102	4.30 4.54	5.71 6.69	9.07	1.00	1976	CC NY	93 125 205 210 215 320 305		
39.00	1975* 100.00	S.W.P.A. 10.00 1/11/1985	103 3/8	9.43 7.63	9.42 9.34	9.47	100.00 1.50	1981 1976	NY NY	520 885 870 910 930 925		
30.00	1967 97.50	SINCA 7.00 15/12/1982	94 7/8	6.55 3.70	8.02 8.63	7.38	100.00 1.35	1975 1971	NY NY	456 205 210 215 320 288 421		
15.00	1975* 99.50	REPUBLIC OF GABON 10.25 18/ 7/1980	87 1/2	4.14	14.43	11.71			NY NY	117 705		
75.00	1969 100.00	BASF OVERSEE 6.00 1/12/1980	105 7/8	4.52	4.52	5.67	100.00	1977	PC NY	143 210 305 870 960 975		
75.00	1969 100.00	BASF OVERSEE 6.00 1/12/1980	94 1/8	4.52	7.56	6.37	100.00	1977	PC NY	143 210 305 307 870 960 975		
75.00	1969 101.10	BAKER INT FIM 6.00 1/11/1981	101 1/4	5.43	5.71	5.93	100.00	1979	PC NY	143 210 305 870 960 975		
75.00	1969 99.50	BAKER INT FIM 6.00 1/11/1981	93 5/8	5.43	7.45	6.41	100.00	1979	PC NY	143 210 305 307 870 960 975		
25.00	1973 100.00	GUTHRIE HUSCHKE 7.75 1/ 2/1980	92 1/4	11.48 7.32	4.92 9.24	8.40	102.00 1.25	1981 1977	PC NY	359 105 305 520 960		
40.00	1969 99.25	SIMONS WESTERN FIM 5.50 1/ 6/1979	135 3/4	3.01		4.05			PC NY	143 210 305 960 975		
40.00	1969 99.25	SIMONS WESTERN FIM 5.50 1/ 6/1979	93 1/4	3.01	6.11	5.90			PC NY	243 210 305 960 975		
50.00	1970 100.00	SIMONS WESTERN FIM 9.00 1/12/1985	104	9.52 5.40	8.35 8.04	8.65	101.00 2.00	1980 1973	PC NY	143 105 305 875		
28.00	1972 99.50	PUBLIC POWER CORPORATION 8.25 15/12/1984	90 1/4	8.55 5.78	9.97 10.57	9.14	101.00 1.00	1980 1973	CC NY	411 105 915 960 975		
50.00	1973 100.00	HONGKONG LAND 7.75 1/10/1988	92 1/4	12.35 8.62	8.79 9.69	8.40	100.50 1.25	1980 1976	NY NY	185 960 975		
50.00	1973 100.00	HONGKONG LAND 7.75 3/10/1988	90 5/8	12.35	10.62	9.61	100.50	1980	PC NY	185 915 935 960 975		
15.00	1971 100.00	JARDINE MATHESON LTD. NY 7.75 15/11/1986	217 1/2	10.47 6.40		3.56	100.50 .50	1979 1973	PC NY	436 960 975		
15.00	1971 100.00	JARDINE MATHESON LTD. NY 7.75 15/11/1986	98 7/8	10.47 6.40	7.90 7.96	7.84	100.50 .00	1979 1973	PC NY	456 935 940 875		
50.00	1972 100.00	NATIONAL BANK OF MURGAT 8.50 1/11/1987	91 1/2	11.43	9.77	9.29	102.00	1981	NY NY	936 915 960 975		
25.00	1971 99.00	NATIONAL BANK OF MURGAT 8.75 30/ 6/1981	91	5.09 3.09	11.15 12.41	9.62	102.00 3.00	1977 1977	NY NY	834 915 940 975		
18.00	1967 99.50	ICELANDIC ALUMINUM CO 8.75 1/10/1982	94 3/8	6.35 3.55	7.89 8.73	7.15	102.00 1.00	1976 1973	CC NY	485 105 520 885 975		
15.00	1972 99.50	REPUBLIC OF ICELAND 8.00 1/ 2/1987	88 3/4	10.68 7.24	9.72 10.27	9.01	101.00 .50	1980 1973	NY NY	411 105 520 935 975		
10.00	1971 97.00	REPUBLIC OF ICELAND 8.75 15/ 1/1986	92 5/8	8.64 5.42	8.05 10.50	9.45	101.00 .80	1981 1972	NY NY	411 105 520 935 975		
30.00	1976* 99.00	ISIP & MINING DEVT BANK 9.25 5/ 2/1983	96 1/8	6.70 5.30	10.04 10.24	9.62	101.50 3.00	1980 1979	NY NY	117 105 935 530 860 975		
50.00	1969 97.25	AFS LTDGOS, TEGANITA 8.25 15/11/1981	98	5.47 6.01	8.76 8.83	8.42	102.00 1.50	1979 1970	CC NY	321 185 520 950 841 510 965		

ISSUED	YEAR OF ISSUE	BORROWER		LIFE	YIELD TO MAT.		NEXT CALL PRICE	NEXT CALL DATE	SECURITY GUARANTEE	DELIVERY METHOD	LEAD MANAGER	MARKET MAKERS
EST'D O/S (MN)	ISSUE PRICE	COUPON-MATURITY	PRICE	AVGE LIFE	YIELD TO AVGE LIFE	CURRENT YIELD	NEXT S/F AMOUNT (MN)	1ST S/F DATE	LISTING			
10.00 21.00	1971 97.50	REPUBLIC OF IRELAND 8.25 1/2 2/1989	95 3/4	12.75 7.08	10.34 11.33	9.85	101.00 1.50	1981 1973	NP EU LN	359 105 930 945 960 965 975		
10.00 9.50	1970 94.00	REPUBLIC OF IRELAND 9.00 1/2 3/1983	99	8.74 5.39	9.17 9.44	9.10	103.00 .90	1980 1971	NP EU LN	359 105 930 945 960 965 975		
10.00 9.50	1967 94.00	ISRAELI 100 SHEQ BANK 7.00 28/11/1982	91 3/8	6.51 3.35	8.41 9.42	7.64	103.00 DP 1.33	1978 1972	GG EU LN	359 105 960 975		
10.00 9.50	1970 97.50	ITALY 100 LIRA 7.75 15/ 4/1983	82 1/4	8.88 4.71	11.31 11.39	9.64	102.00 1.40	1977 1971	PG EU LN	186 405 409 410 415 420 425 975		
10.00 9.50	1963 94.00	AUSTRIA 100 S 5.50 15/ 7/1978	96 3/4	2.13 1.19	7.18 8.45	5.68	100.50 1.95	1976 1969	PC EU LN	359 405 415 425 975		
10.00 9.50	1963 97.50	CASSA PER IL MERCATO 6.00 1/ 3/1985	81 1/4	8.78 4.72	9.34 11.52	7.33	1.20	1966	GG EU LN	359 405 409 415 425 975		
10.00 11.00	1984 98.25	CASSA PER IL MERCATO 6.75 1/10/1981	85	3.95 7.19	9.87 11.87	8.10	101.25 1.88	1976 1972	GG EU LN	189 405 409 410 415 425 975		
10.00 11.50	1984 97.50	CASSA PER IL MERCATO 6.75 1/ 7/1984	85	8.10 4.24	9.86 11.67	8.10	101.50 1.88	1976 1972	GG EU LN	189 405 409 410 415 425 975		
10.00 4.50	1963 98.75	CITY OF MILAN 5.50 1/ 7/1978	97 3/4	2.10 .87	6.77 8.42	3.71	100.25 1.18	1978 1968	NP NY LN	399 405 425 805 920 975		
10.00 7.50	1971 100.00	CITY OF TURIN 9.00 1/ 5/1981	91 7/8	14.93 7.93	10.67 10.56	9.80	102.50 .50	1981 1972	GC EU LN	359 405 409 410 415 420 425 975		
10.00	1967	CRED. COOP. OPER. PUBBLICAZ. 3.00 1/ 1/1977	97 3/8	.60	7.71	3.10		1977	GC NY LN	805 975		
10.00 23.00	1969 95.00	CRED. COOP. OPER. PUBBLICAZ. 7.50 1/ 1/1980	75 3/8	11.60 7.10	11.29 11.24	10.14	101.00 2.50	1982 1971	GC EU LN	186 405 409 410 415 420 425 975		
10.00 20.00	1970 96.00	FREL 7.50 1/ 3/1985	81 1/2	8.74 4.15	11.10 11.11	9.31	101.00 1.13	1977 1971	GC EU LN	186 405 409 410 415 420 425 975		
10.00 12.00	1966 95.75	E.S.L. 6.00 1/ 2/1982	94 3/4	1.68 2.37	7.47 8.45	6.43	101.00 1.20	1977 1968	NP EU LN	500 405 409 415 425 975		
10.00 13.13	1966 97.00	E.S.L. 6.50 1/ 9/1981	93 3/8	5.27 3.07	8.22 9.10	7.08	101.00 .10	1976 1967	NP EU LN	189 405 409 415 425 975		
10.00 18.90	1967 97.50	E.S.L. 6.50 1/ 2/1982	89 5/8	5.68 3.10	8.64 10.43	7.38	101.00 .45	1977 1967	NP EU LN	186 405 409 415 425 975		
10.00 17.78	1967 98.00	E.S.L. 6.50 1/ 4/1982	88 1/8	11.01 8.93	8.37 9.02	7.33	101.50 .12	1976 1967	NP EU LN	361 405 409 415 425 975		
10.00 12.50	1968 99.00	E.S.L. 6.75 1/11/1982	96 3/4	12.53 6.43	7.12 7.00	7.13	101.50 .30	1976 1969	NP EU LN	186 405 409 410 415 425 975		
10.00 18.75	1968 95.00	E.S.L. 6.75 1/ 6/1982	96 3/4	12.01 6.01	7.11 7.03	7.13	101.50 .25	1976 1968	NP EU LN	189 405 409 410 415 425 975		
10.00 19.13	1967 97.10	E.S.L. 7.00 1/10/1981	93 7/8	5.31 2.83	8.43 9.11	7.60	101.25 1.67	1976 1967	NP EU LN	189 405 409 410 415 425 975		
10.00 21.00	1971 98.25	E.S.L. 7.00 1/4 1/1988	90 7/8	11.63 4.88	8.41 10.34	8.06	101.50 2.00	1976 1971	NP EU LN	186 405 409 410 415 425 975		
10.00 21.00	1971 98.25	PERMUT BENEF. STATE 8.75 1/2 2/1986	92	9.48 6.48	10.06 10.57	9.31	101.00 DP 1.25	1981 1973	GC EU LN	483 105 405 409 410 415 420 425 975		
10.00 11.00	1970 97.00	PERMUT BENEF. STATE 7.75 1/2 1/1983	84 3/4	9.48 4.42	10.06 10.81	9.40	101.00 1.90	1978 1970	NP EU LN	186 405 409 420 415 425 975		
10.00 22.00	1967 98.00	PERMUT BENEF. STATE 7.00 1/2 1/1977	97 3/8	9.48 4.42	9.02 7.15	3.10	.55	1977 1932	GG EU LN	805 975		
10.00 18.00	1969 98.50	E.S.L. 7.25 7/23/1982	95 1/4	5.32 3.20	8.51 9.14	7.76	102.00 DP 1.00	1976 1970	NP EU LN	186 405 409 410 415 425 975		
10.00	1961	E.S.L. 5.75 5/2 6/1979	91 1/2	3.08 -.59	7.43 8.77	6.18	.00	1973	NP EU LN	916 405 425 975		
40.00 22.00	1967 98.00	ITALYAN REPUBLIC 1000 LIRA 5.00 1/2 1/1977	97 3/4	.60 .04	7.72 8.12	3.10	22.50	1973 1902	NP EU LN	805 975		
10.00 21.00	1969 98.00	MONTENEGRO 5.50 1/2 6/1979	90	1.01 -.53	9.15 7.09	6.00	100.00 .85	1978 1963	NP EU LN	405 425 975		
10.00 9.00	1967 98.50	OLIMPIA INTERNATIONAL 6.75 1/10/1982	84 1/2	6.41 3.10	9.15 10.22	7.65	102.00 1.52	1976 1970	PC EU LN	186 105 405 410 415 425 975		
10.00 11.00	1970 98.10	OLIMPIA INTERNATIONAL 6.00 1/10/1982	94 3/8	6.41 3.10	9.15 10.22	9.54	103.00 1.12	1978 1970	PC EU LN	186 105 405 409 410 415 420 425 975		
10.00 20.00	1970 97.50	S.F.W. 7.50 1/2 1/1982	82 1/8	8.41 4.02	9.15 7.79	9.03	100.50 3.36	1977 1971	NP EU LN	186 105 405 410 415 420 425 975		



ISSUED	YEAR OF ISSUE	BORROWER	PRICE	LIFE	YIELD TO MATURITY	CURRENT YIELD	NEXT CALL PRICE	NEXT CALL DATE	SECURITY	DELIVERY	LEAD	MARKET MAKERS
ESTD O/S (MN)	ISSUE PRICE	COUPON-MATURITY		AVG LIFE	YIELD TO AVG LIFE		NEXTS/F AMOUNT (MN)	1ST S/F DATE	GUARANTEE	LISTING		
15.00	1965	SEE INT. (1ST SERIES) 6.50 31/12/1980	69 1/2	4.60	16.80	9.57	107.50	1976	PC EU	359 405 415 425 975		
5.00	1966	SEE INT. (2ND SERIES) 6.50 31/12/1980	70 1/2	4.60	16.38	9.43	102.30	1976	PC EU	359 415 425		
3.00	1966	US DOLLARS-JAMAICA 6.50 31/12/1980		2.60	23.22							
7.30	1966	GOVERNMENT OF JAMAICA 6.75 1/1/1981	88	4.60	10.56	7.82	100.75	1977	NP NY	441 975		
10.00	1972	GOVERNMENT OF JAMAICA 8.25 1/12/1979	92 1/2	3.52	10.88	8.92	100.00	1977	NP EU	327 915 930 975		
10.00	1972	US DOLLARS-JAPAN 8.25 1/12/1979		2.60	22.67							
20.00	1975	ASAHY CHEMICAL 10.25 15/2/1980	106 1/8	3.72	8.85	9.84	107.50	1976	PC EU	399 105 913 920 930 950 960		
25.00	1971	BANK OF TOKYO HOLDINGS 7.75 1/12/1976	100 1/8	5.52	7.29	7.76						
33.00	1975	BANK OF TOKYO 9.25 15/6/1980	102 3/4	4.03	8.41	9.00	100.50	1978	NP EU	219 105 205 220 870 913 930		
100.00	1975	CENTRAL GLASS CO LTD 9.50 15/2/1981	101 3/4	4.80	9.02	9.34						
25.00	1973	CHUBAI TOKYO HOLDING 8.25 1/12/1978	93 7/8	12.52	9.46	9.19	101.50	1981	PC EU	359 105 305 325 935 950 955		
23.10	1973	CHUBAI TOKYO HOLDING 8.25 1/12/1978		9.39	9.63							
20.00	1974	CHUBAI TOKYO HOLDING 10.25 15/11/1981	102	5.47	9.72	10.05	100.50	1978	PC EU	359 105 305 325 935 950 955		
18.00	1974	CHUBAI TOKYO HOLDING 10.25 15/11/1981		9.47	9.49							
13.00	1965	HONDA MOTOR 8.50 15/1/1981	97 1/8	4.64	8.42	7.87	102.00	1977	PC NY	418 105 935 960 975		
13.00	1965	HONDA MOTOR 8.50 15/1/1981		3.10	8.76							
25.00	1975	HONDA MOTOR 9.25 1/1/1980	101 1/4	3.93	8.65	9.14	107.50	1976	PC EU	318 105 913 930 960 975		
35.00	1975	THE BANK OF JAPAN 9.25 15/12/1980	100 5/8	4.55	9.11	9.22	100.50	1978	NP EU	456 105 205 205 520 913 920		
35.00	1975	THE BANK OF JAPAN 9.25 15/12/1980		5.26	9.03							
35.00	1975	THE BANK OF JAPAN 9.25 15/12/1980	100 7/8	5.88	9.04	9.17	100.50	1978	PC EU	456 105 205 205 520 735 865		
35.00	1975	THE BANK OF JAPAN 9.25 15/12/1980		9.03	9.03							
35.00	1975	THE BANK OF JAPAN 9.25 15/12/1980	100 7/8	5.88	9.04	9.17	100.50	1978	PC EU	456 105 205 205 520 735 865		
35.00	1975	THE BANK OF JAPAN 9.25 15/12/1980		9.03	9.03							
35.00	1975	THE BANK OF JAPAN 9.25 15/12/1980	100 7/8	5.88	9.04	9.17	100.50	1978	PC EU	456 105 205 205 520 735 865		
35.00	1975	THE BANK OF JAPAN 9.25 15/12/1980		9.03	9.03							
35.00	1975	THE BANK OF JAPAN 9.25 15/12/1980	100 7/8	5.88	9.04	9.17	100.50	1978	PC EU	456 105 205 205 520 735 865		
35.00	1975	THE BANK OF JAPAN 9.25 15/12/1980		9.03	9.03							
35.00	1975	THE BANK OF JAPAN 9.25 15/12/1980	100 7/8	5.88	9.04	9.17	100.50	1978	PC EU	456 105 205 205 520 735 865		
35.00	1975	THE BANK OF JAPAN 9.25 15/12/1980		9.03	9.03							
35.00	1975	THE BANK OF JAPAN 9.25 15/12/1980	100 7/8	5.88	9.04	9.17	100.50	1978	PC EU	456 105 205 205 520 735 865		
35.00	1975	THE BANK OF JAPAN 9.25 15/12/1980		9.03	9.03							
35.00	1975	THE BANK OF JAPAN 9.25 15/12/1980	100 7/8	5.88	9.04	9.17	100.50	1978	PC EU	456 105 205 205 520 735 865		
35.00	1975	THE BANK OF JAPAN 9.25 15/12/1980		9.03	9.03							
35.00	1975	THE BANK OF JAPAN 9.25 15/12/1980	100 7/8	5.88	9.04	9.17	100.50	1978	PC EU	456 105 205 205 520 735 865		
35.00	1975	THE BANK OF JAPAN 9.25 15/12/1980		9.03	9.03							
35.00	1975	THE BANK OF JAPAN 9.25 15/12/1980	100 7/8	5.88	9.04	9.17	100.50	1978	PC EU	456 105 205 205 520 735 865		
35.00	1975	THE BANK OF JAPAN 9.25 15/12/1980		9.03	9.03							
35.00	1975	THE BANK OF JAPAN 9.25 15/12/1980	100 7/8	5.88	9.04	9.17	100.50	1978	PC EU	456 105 205 205 520 735 865		
35.00	1975	THE BANK OF JAPAN 9.25 15/12/1980		9.03	9.03							
35.00	1975	THE BANK OF JAPAN 9.25 15/12/1980	100 7/8	5.88	9.04	9.17	100.50	1978	PC EU	456 105 205 205 520 735 865		
35.00	1975	THE BANK OF JAPAN 9.25 15/12/1980		9.03	9.03							
35.00	1975	THE BANK OF JAPAN 9.25 15/12/1980	100 7/8	5.88	9.04	9.17	100.50	1978	PC EU	456 105 205 205 520 735 865		
35.00	1975	THE BANK OF JAPAN 9.25 15/12/1980		9.03	9.03							
35.00	1975	THE BANK OF JAPAN 9.25 15/12/1980	100 7/8	5.88	9.04	9.17	100.50	1978	PC EU	456 105 205 205 520 735 865		
35.00	1975	THE BANK OF JAPAN 9.25 15/12/1980		9.03	9.03							
35.00	1975	THE BANK OF JAPAN 9.25 15/12/1980	100 7/8	5.88	9.04	9.17	100.50	1978	PC EU	456 105 205 205 520 735 865		
35.00	1975	THE BANK OF JAPAN 9.25 15/12/1980		9.03	9.03							
35.00	1975	THE BANK OF JAPAN 9.25 15/12/1980	100 7/8	5.88	9.04	9.17	100.50	1978	PC EU	456 105 205 205 520 735 865		
35.00	1975	THE BANK OF JAPAN 9.25 15/12/1980		9.03	9.03							
35.00	1975	THE BANK OF JAPAN 9.25 15/12/1980	100 7/8	5.88	9.04	9.17	100.50	1978	PC EU	456 105 205 205 520 735 865		
35.00	1975	THE BANK OF JAPAN 9.25 15/12/1980		9.03	9.03							
35.00	1975	THE BANK OF JAPAN 9.25 15/12/1980	100 7/8	5.88	9.04	9.17	100.50	1978	PC EU	456 105 205 205 520 735 865		
35.00	1975	THE BANK OF JAPAN 9.25 15/12/1980		9.03	9.03							
35.00	1975	THE BANK OF JAPAN 9.25 15/12/1980	100 7/8	5.88	9.04	9.17	100.50	1978	PC EU	456 105 205 205 520 735 865		
35.00	1975	THE BANK OF JAPAN 9.25 15/12/1980		9.03	9.03							
35.00	1975	THE BANK OF JAPAN 9.25 15/12/1980	100 7/8	5.88	9.04	9.17	100.50	1978	PC EU	456 105 205 205 520 735 865		
35.00	1975	THE BANK OF JAPAN 9.25 15/12/1980		9.03	9.03							
35.00	1975	THE BANK OF JAPAN 9.25 15/12/1980	100 7/8	5.88	9.04	9.17	100.50	1978	PC EU	456 105 205 205 520 735 865		
35.00	1975	THE BANK OF JAPAN 9.25 15/12/1980		9.03	9.03							
35.00	1975	THE BANK OF JAPAN 9.25 15/12/1980	100 7/8	5.88	9.04	9.17	100.50	1978	PC EU	456 105 205 205 520 735 865		
35.00	1975	THE BANK OF JAPAN 9.25 15/12/1980		9.03	9.03							
35.00	1975	THE BANK OF JAPAN 9.25 15/12/1980	100 7/8	5.88	9.04	9.17	100.50	1978	PC EU	456 105 205 205 520 735 865		
35.00	1975	THE BANK OF JAPAN 9.25 15/12/1980		9.03	9.03							
35.00	1975	THE BANK OF JAPAN 9.25 15/12/1980	100 7/8	5.88	9.04	9.17	100.50	1978	PC EU	456 105 205 205 520 735 865		
35.00	1975	THE BANK OF JAPAN 9.25 15/12/1980		9.03	9.03							
35.00	1975	THE BANK OF JAPAN 9.25 15/12/1980	100 7/8	5.88	9.04	9.17	100.50	1978	PC EU	456 105 205 205 520 735 865		
35.00	1975	THE BANK OF JAPAN 9.25 15/12/1980		9.03	9.03							
35.00	1975	THE BANK OF JAPAN 9.25 15/12/1980	100 7/8	5.88	9.04	9.17	100.50	1978	PC EU	456 105 205 205 520 735 865		
35.00	1975	THE BANK OF JAPAN 9.25 15/12/1980		9.03	9.03							
35.00	1975	THE BANK OF JAPAN 9.25 15/12/1980	100 7/8	5.88	9.04	9.17	100.50	1978	PC EU	456 105 205 205 520 735 865		
35.00	1975	THE BANK OF JAPAN 9.25 15/12/1980		9.03	9.03							
35.00	1975	THE BANK OF JAPAN 9.25 15/12/1980	100 7/8	5.88	9.04	9.17	100.50	1978	PC EU	456 105 205 205 520 735 865		
35.00	1975	THE BANK OF JAPAN 9.25 15/12/1980		9.03	9.03							
35.00	1975	THE BANK OF JAPAN 9.25 15/12/1980	100 7/8	5.88	9.04	9.17	100.50	1978	PC EU	456 105 205 205 520 735 865		
35.00	1975	THE BANK OF JAPAN 9.25 15/12/1980		9.03	9.03							
35.00	1975	THE BANK OF JAPAN 9.25 15/12/1980	100 7/8	5.88	9.04	9.17	100.50	1978	PC EU	456 105 205 205 520 735 865		
35.00	1975	THE BANK OF JAPAN 9.25 15/12/1980		9.03	9.03							
35.00	1975	THE BANK OF JAPAN 9.25 15/12/1980	100 7/8	5.88	9.04	9.17	100.50	1978	PC EU	456 105 205 205 520 735 865		
35.00	1975	THE BANK OF JAPAN 9.25 15/12/1980		9.03	9.03							
35.00	1975	THE BANK OF JAPAN 9.25 15/12/1980	100 7/8	5.88	9.04	9.17	100.50	1978	PC EU	456 105 205 205 520 735 865		
35.00	1975	THE BANK OF JAPAN 9.25 15/12/1980		9.03	9.03							
35.00	1975	THE BANK OF JAPAN 9.25 15/12/1980	100 7/8	5.88	9.04	9.17	100.50	1978	PC EU	456 105 205 205 520 735 865		
35.00	1975	THE BANK OF JAPAN 9.25 15/12/1980		9.03	9.03							
35.00	1975	THE BANK OF JAPAN 9.25 15/12/1980	100 7/8	5.88	9.04	9.17	100.50	1978	PC EU	456 105 205 205 520 735 865		
35.00	1975	THE BANK OF JAPAN 9.25 15/12/1980		9.03	9.03							
35.00	1975	THE BANK OF JAPAN 9.25 15/12/1980	100 7/8	5.88	9.04	9.17	100.50	1978	PC EU	456 105 205 205 520 735 865		
35.00	1975	THE BANK OF JAPAN 9.25 15/12/1980		9.03	9.03							
35.00	1975	THE BANK OF JAPAN 9.25 15/12/1980	100 7/8	5.88	9.04	9.17	100.50	1978	PC EU	456 105 205 205 520 735 865		
35.00	1975	THE BANK OF JAPAN 9.25 15/12/1980		9.03	9.03							
35.00	1975	THE BANK OF JAPAN 9.25 15/12/1980	100 7/8	5.88	9.04	9.17	100.50	1978	PC EU	456 105 205 205 520 735 865		
35.00	1975	THE BANK OF JAPAN 9.25 15/12/1980		9.03	9.03							
35.00	1975	THE BANK OF JAPAN 9.25 15/12/1980	100 7/8	5.88	9.04	9.17	100.50	1978	PC EU	456 105 205 205 520 735 865		
35.00	1975	THE BANK OF JAPAN 9.25 15/12/1980		9.03	9.03							
35.00	1975	THE BANK OF JAPAN 9.										



ISSUED	YEAR OF ISSUE	BORROWER	PRICE	LIFE	YIELD TO MATURITY	CURRENT YIELD	NEXT CALL PRICE	NEXT CALL DATE	SECURITY GUARANTEE	DELIVERY	LEAD MANAGER	MARKET MAKERS
EST'D Q/S (MN)	ISSUE PRICE	COUPON-MATURITY		AVG LIFE	YIELD TO AVG LIFE		NEXT S/F AMOUNT (MN)	1ST S/F DATE	LISTING			
25.00	1965	CITY OF OSLO	87 5/8	9.01	7.82	6.67	101.75	1976	NP NY	327	105 520 710 735 935 950	
9.39	98.75	5.75 1/ 6/1985 S		4.53	9.31		93	1970	NP NY	327	105 520 710 735 935 950	
12.00	1967	CITY OF OSLO	99 5/8	1.13	7.21	6.89	100.00	1976	NP NY	327	105 520 710 735 935 950	
6.60	98.25	6.75 15/ 7/1977 S		7.77	7.43		2.40	1966	NY	955	960 975	
15.00	1971	CITY OF OSLO	97 5/8	9.76	8.61	8.45	102.00	1979	NP EU	327	105 520 710 735 945 950	
13.80	98.50	8.25 1/ 3/1986		5.85	8.77		0.90	1975	LX	955	960 975	
20.00	1970	CITY OF OSLO	103 1/8	8.93	8.48	8.73	102.50	1979	NP EU	441	105 520 710 735 945 950	
15.60	100.00	9.00 1/ 5/1985		3.47	8.37		1.20	1972	NY	955	960 975	
40.00	1976	CITY OF OSLO	98 7/8	11.76	9.15	9.10	101.00	1982	NP EU	327	105 520 710 735 945 950	
40.00	100.50	9.00 1/ 3/1988		8.05	9.20		2.70	1978	LX	947	950 955 960 975	
25.00	1963	KINGDOM OF NORWAY	98 1/2	1.93	6.16	5.40	100.00	1977	NP NY	404	105 520 710 735 935 950	
5.00	98.25	5.25 1/ 5/1975 S		1.18	6.66		1.25	1966	NY	955	960 975	
20.00	1962	KINGDOM OF NORWAY	99 3/8	1.18	6.12	5.61	100.00	1976	NP NY	404	105 520 710 735 935 950	
3.10	96.50	5.50 1/ 8/1977 S		7.00	6.50		1.00	1966	NYLX	955	960 975	
25.00	1964	KINGDOM OF NORWAY	88 5/8	7.29	7.44	6.21	101.00	1977	NP EU	315	105 520 710 735 935 950	
18.37	98.25	5.50 12/ 3/1984		4.74	8.31		1.89	1973	LNKX	955	960 965 975	
30.00	1965	KINGDOM OF NORWAY	87 1/2	8.85	7.59	6.38	101.50	1977	NP EU	315	105 520 710 735 935 950	
20.78	98.00	5.50 1/ 4/1985 S		5.20	8.70		1.85	1971	LNKX	955	960 965 975	
100.00	1976	KINGDOM OF NORWAY	99 3/8	4.80	8.57	8.47	101.00	1977	NP NY	413	60 70 90 805 920 931	
100.00	100.00	8.25 15/ 3/1981 S		4.72	8.59	8.51			LN	940	975	
100.00	1975	KINGDOM OF NORWAY	101 5/8	4.47	8.37	8.90	101.00	1977	NP NY	413	60 70 90 805 920 931	
100.00	100.50	8.50 15/ 2/1981		4.47	8.37	8.90			LN	940	975	
100.00	1975	KINGDOM OF NORWAY	101 5/8	4.47	8.37	8.90	101.00	1977	NP NY	413	60 70 90 805 920 931	
100.00	100.50	8.50 15/ 2/1981		4.47	8.37	8.90			LN	940	975	
100.00	1975	KINGDOM OF NORWAY	101 5/8	4.47	8.37	8.90	101.00	1977	NP NY	413	60 70 90 805 920 931	
100.00	100.50	8.50 15/ 2/1981		4.47	8.37	8.90			LN	940	975	
100.00	1975	KINGDOM OF NORWAY	101 5/8	4.47	8.37	8.90	101.00	1977	NP NY	413	60 70 90 805 920 931	
100.00	100.50	8.50 15/ 2/1981		4.47	8.37	8.90			LN	940	975	
100.00	1975	KINGDOM OF NORWAY	101 5/8	4.47	8.37	8.90	101.00	1977	NP NY	413	60 70 90 805 920 931	
100.00	100.50	8.50 15/ 2/1981		4.47	8.37	8.90			LN	940	975	
100.00	1975	KINGDOM OF NORWAY	101 5/8	4.47	8.37	8.90	101.00	1977	NP NY	413	60 70 90 805 920 931	
100.00	100.50	8.50 15/ 2/1981		4.47	8.37	8.90			LN	940	975	
100.00	1975	KINGDOM OF NORWAY	101 5/8	4.47	8.37	8.90	101.00	1977	NP NY	413	60 70 90 805 920 931	
100.00	100.50	8.50 15/ 2/1981		4.47	8.37	8.90			LN	940	975	
100.00	1975	KINGDOM OF NORWAY	101 5/8	4.47	8.37	8.90	101.00	1977	NP NY	413	60 70 90 805 920 931	
100.00	100.50	8.50 15/ 2/1981		4.47	8.37	8.90			LN	940	975	
100.00	1975	KINGDOM OF NORWAY	101 5/8	4.47	8.37	8.90	101.00	1977	NP NY	413	60 70 90 805 920 931	
100.00	100.50	8.50 15/ 2/1981		4.47	8.37	8.90			LN	940	975	
100.00	1975	KINGDOM OF NORWAY	101 5/8	4.47	8.37	8.90	101.00	1977	NP NY	413	60 70 90 805 920 931	
100.00	100.50	8.50 15/ 2/1981		4.47	8.37	8.90			LN	940	975	
100.00	1975	KINGDOM OF NORWAY	101 5/8	4.47	8.37	8.90	101.00	1977	NP NY	413	60 70 90 805 920 931	
100.00	100.50	8.50 15/ 2/1981		4.47	8.37	8.90			LN	940	975	
100.00	1975	KINGDOM OF NORWAY	101 5/8	4.47	8.37	8.90	101.00	1977	NP NY	413	60 70 90 805 920 931	
100.00	100.50	8.50 15/ 2/1981		4.47	8.37	8.90			LN	940	975	
100.00	1975	KINGDOM OF NORWAY	101 5/8	4.47	8.37	8.90	101.00	1977	NP NY	413	60 70 90 805 920 931	
100.00	100.50	8.50 15/ 2/1981		4.47	8.37	8.90			LN	940	975	
100.00	1975	KINGDOM OF NORWAY	101 5/8	4.47	8.37	8.90	101.00	1977	NP NY	413	60 70 90 805 920 931	
100.00	100.50	8.50 15/ 2/1981		4.47	8.37	8.90			LN	940	975	
100.00	1975	KINGDOM OF NORWAY	101 5/8	4.47	8.37	8.90	101.00	1977	NP NY	413	60 70 90 805 920 931	
100.00	100.50	8.50 15/ 2/1981		4.47	8.37	8.90			LN	940	975	
100.00	1975	KINGDOM OF NORWAY	101 5/8	4.47	8.37	8.90	101.00	1977	NP NY	413	60 70 90 805 920 931	
100.00	100.50	8.50 15/ 2/1981		4.47	8.37	8.90			LN	940	975	
100.00	1975	KINGDOM OF NORWAY	101 5/8	4.47	8.37	8.90	101.00	1977	NP NY	413	60 70 90 805 920 931	
100.00	100.50	8.50 15/ 2/1981		4.47	8.37	8.90			LN	940	975	
100.00	1975	KINGDOM OF NORWAY	101 5/8	4.47	8.37	8.90	101.00	1977	NP NY	413	60 70 90 805 920 931	
100.00	100.50	8.50 15/ 2/1981		4.47	8.37	8.90			LN	940	975	
100.00	1975	KINGDOM OF NORWAY	101 5/8	4.47	8.37	8.90	101.00	1977	NP NY	413	60 70 90 805 920 931	
100.00	100.50	8.50 15/ 2/1981		4.47	8.37	8.90			LN	940	975	
100.00	1975	KINGDOM OF NORWAY	101 5/8	4.47	8.37	8.90	101.00	1977	NP NY	413	60 70 90 805 920 931	
100.00	100.50	8.50 15/ 2/1981		4.47	8.37	8.90			LN	940	975	
100.00	1975	KINGDOM OF NORWAY	101 5/8	4.47	8.37	8.90	101.00	1977	NP NY	413	60 70 90 805 920 931	
100.00	100.50	8.50 15/ 2/1981		4.47	8.37	8.90			LN	940	975	
100.00	1975	KINGDOM OF NORWAY	101 5/8	4.47	8.37	8.90	101.00	1977	NP NY	413	60 70 90 805 920 931	
100.00	100.50	8.50 15/ 2/1981		4.47	8.37	8.90			LN	940	975	
100.00	1975	KINGDOM OF NORWAY	101 5/8	4.47	8.37	8.90	101.00	1977	NP NY	413	60 70 90 805 920 931	
100.00	100.50	8.50 15/ 2/1981		4.47	8.37	8.90			LN	940	975	
100.00	1975	KINGDOM OF NORWAY	101 5/8	4.47	8.37	8.90	101.00	1977	NP NY	413	60 70 90 805 920 931	
100.00	100.50	8.50 15/ 2/1981		4.47	8.37	8.90			LN	940	975	
100.00	1975	KINGDOM OF NORWAY	101 5/8	4.47	8.37	8.90	101.00	1977	NP NY	413	60 70 90 805 920 931	
100.00	100.50	8.50 15/ 2/1981		4.47	8.37	8.90			LN	940	975	
100.00	1975	KINGDOM OF NORWAY	101 5/8	4.47	8.37	8.90	101.00	1977	NP NY	413	60 70 90 805 920 931	
100.00	100.50	8.50 15/ 2/1981		4.47	8.37	8.90			LN	940	975	
100.00	1975	KINGDOM OF NORWAY	101 5/8	4.47	8.37	8.90	101.00	1977	NP NY	413	60 70 90 805 920 931	
100.00	100.50	8.50 15/ 2/1981		4.47	8.37	8.90			LN	940	975	
100.00	1975	KINGDOM OF NORWAY	101 5/8	4.47	8.37	8.90	101.00	1977	NP NY	413	60 70 90 805 920 931	
100.00	100.50	8.50 15/ 2/1981		4.47	8.37	8.90			LN	940	975	
100.00	1975	KINGDOM OF NORWAY	101 5/8	4.47	8.37	8.90	101.00	1977	NP NY	413	60 70 90 805 920 931	
100.00	100.50	8.50 15/ 2/1981		4.47	8.37	8.90			LN	940	975	
100.00	1975	KINGDOM OF NORWAY	101 5/8	4.47	8.37	8.90	101.00	1977	NP NY	413	60 70 90 805 920 931	
100.00	100.50	8.50 15/ 2/1981		4.47	8.37	8.90			LN	940	975	
100.00	1975	KINGDOM OF NORWAY	101 5/8	4.47	8.37	8.90	101.00	1977	NP NY	413	60 70 90 805 920 931	
100.00	100.50	8.50 15/ 2/1981		4.47	8.37	8.90			LN	940	975	
100.00	1975	KINGDOM OF NORWAY	101 5/8	4.47	8.37	8.90	101.00	1977	NP NY	413	60 70 90 805 920 931	
100.00	100.50	8.50 15/ 2/1981		4.47	8.37	8.90			LN	940	975	
100.00	1975	KINGDOM OF NORWAY	101 5/8	4.47	8.37	8.90	101.00	1977	NP NY	413	60 70 90 805 920 931	
100.00	100.50	8.50 15/ 2/1981		4.47	8.37	8.90			LN	940	975	
100.00	1975	KINGDOM OF NORWAY	101 5/8	4.47	8.37	8.90	101.00	1977	NP NY	413	60 70 90 805 920 931	
100.00	100.50	8.50 15/ 2/1981		4.47	8.37	8.90			LN	940	975	
100.00	1975	KINGDOM OF NORWAY	101 5/8	4.47	8.37	8.90	101.00	1977	NP NY	413	60 70 90 805 920 931	
100.00	100.50	8.50 15/ 2/1981		4.47	8.37	8.90			LN	940	975	
100.00	1975	KINGDOM OF NORWAY	101 5/8	4.47	8.37	8.90	101.00	1977	NP NY	413	60 70 90 805 920 931	
100.00	100.50	8.50 15/ 2/1981		4.47	8.37	8.90			LN	940	975	
100.00	1975	KINGDOM OF NORWAY	101 5/8	4.47	8.37	8.90	101.00	1977	NP NY	413	60 70 90 805 920 931	
100.00	100.50	8.50 15/ 2/1981		4.47	8.37	8.90			LN	940	975	
100.00	1975	KINGDOM OF NORWAY	101 5/8	4.47	8.37	8.90	101.00	1977	NP NY	413	60 70 90 805 920	



ISSUED	YEAR OF ISSUE	BORROWER	PRICE	LIFE	YIELD TO MATURITY	CURRENT YIELD	NEXT CALL PRICE	NEXT CALL DATE	SECURITY	DELIVERY	LEAD	MARKET MAKERS
ESTD O/S (MM)	ISSUE PRICE	COUPON-MATURITY		AVG LIFE	YIELD TO AVG LIFE		NEXT S/F AMOUNT (MM)	1ST S/F DATE	LISTING			
15.80	1970	STANBURY HYPERPOLITAN HOTEL	91 1/4	9.60	10.75	10.14	100.00	1981	NP EU	359	105 930 935 945 950 960	
12.60	1970	STANBURY HYPERPOLITAN HOTEL	91 1/4	5.29	11.52		1.20	1972	LM			
10.00	1972	GUARDIAN HOTEL EXCHANGE	83 3/8	11.10	10.61	9.60	101.00	1980	NP EU	328	105 910 920 935 945 950	
18.80	1972	GUARDIAN HOTEL EXCHANGE	83 3/8	7.85	11.30		1.20	1972	LM			
25.00	1972	RANROS	79 1/2	11.35	10.98	9.75	101.00	1980	NP EU	315	105 910 930 935 945 950	
25.00	1972	RANROS	79 1/2	8.14	11.80		1.20	1972	LM			
24.00	1970	RANROS	98 1/4	9.55	9.77	9.67	101.00	1980	NP EU	315	105 930 935 950 955 960	
20.40	1970	RANROS	98 1/4	5.86	9.77		1.20	1972	LM			
20.00	1970	HILL SAMUEL GROUP	94 1/2	5.81	8.21	7.41	100.00	1978	NP EU	456	450 960	
20.00	1970	HILL SAMUEL GROUP	94 1/2	5.81	11.19	8.47	200.00	1978	NP EU	456	105 935 950 960	
20.00	1971	HILL SAMUEL GROUP	88 3/8	10.37	10.70	9.84	100.25	1978	NP EU	456	105 930 935 945 950 955	
19.00	1971	HILL SAMUEL GROUP	88 3/8	6.26	11.66		1.50	1972	LM			
30.00	1967	IMPERIAL CHEMICAL LTD	92 3/8	5.80	8.19	7.04	101.00	1978	NP EU	350	105 950 960 965 975	
30.00	1967	IMPERIAL CHEMICAL LTD	92 3/8	3.80	8.94		0.80	1978	LM			
50.00	1972	IMPERIAL CHEMICAL LTD	87 7/8	15.68	8.95	8.53	100.75	1978	NP EU	350	105 870 910 930 935 945	
30.00	1970	IMPERIAL CHEMICAL LTD	7.50	8.13	9.71		3.25	1978	LM			
26.00	1971	J LYONS	85 1/2	9.76	11.26	10.23	103.50	1977	NP EU	146	105 935 930 935 945 950	
24.70	1971	J LYONS	85 1/2	5.50	12.34		1.30	1972	LM			
25.00	1972	KLEINWITZ SENSOR	85 5/8	10.97	10.28	9.87	102.00	1980	NP EU	230	105 910 930 935 945 950	
25.00	1972	KLEINWITZ SENSOR	85 5/8	7.97	11.69		1.00	1978	LM			
10.00	1973	LANCASHIRE C.C.	99 7/8	5.30	9.50	9.51	7.50	1978	NP EU	322	105 110 910 930 935 945	
30.00	1973	LANCASHIRE C.C.	99 7/8	3.80	9.53			1978	LM			
29.40	1973	LEGAL & GENERAL ASSURE	77 1/8	11.68	11.21	9.89	101.00	1981	NP EU	333	105 910 930 935 945 950	
25.00	1973	LEGAL & GENERAL ASSURE	77 1/8	7.73	12.36		1.40	1978	LM			
25.00	1973	METROPOLITAN ESTATES	55 1/8	14.68	16.06	14.48	103.00	1980	NP EU	346	105 920 935 945 950	
25.00	1973	METROPOLITAN ESTATES	55 1/8	9.68	16.06		.75	1978	LM			
15.00	1971	METROPOLITAN ESTATES	74 1/2	10.52	17.37	11.74	103.00	1978	NP EU	346	105 920 935 945 950	
13.80	1971	METROPOLITAN ESTATES	74 1/2	6.10	15.37		.90	1972	LM			
15.00	1970	MONTAGU TRUST	97 3/4	9.39	9.60	9.46	102.00	1978	NP EU	341	105 930 940 960	
12.00	1970	MONTAGU TRUST	97 3/4	5.64	9.77		.75	1972	LM			
30.00	1972	NATIONAL 6-UNION/STATE BKE	80 7/8	11.47	10.70	9.58	101.50	1980	NP EU	341	105 910 930 935 945 950	
28.30	1972	NATIONAL 6-UNION/STATE BKE	80 7/8	7.85	11.57		1.30	1972	LM			
50.00	1973	NATIONAL COAL BOARD	85 1/2	12.34	10.13	9.84	105.00	1980	NP EU	346	105 910 930 935 945 950	
50.00	1973	NATIONAL COAL BOARD	85 1/2	8.34	10.52		1.50	1978	LM			
25.00	1971	PLENKEY	97 5/8	10.05	10.55	9.70	102.00	1981	NP EU	316	105 930 935 945 950 955	
25.00	1971	PLENKEY	97 5/8	5.55	11.84		1.50	1972	LM			
20.00	1973	R.N.M. INTERNATIONAL	80 3/4	11.76	10.98	9.91	101.00	1981	NP EU	315	105 910 930 935 945 950	
19.60	1973	R.N.M. INTERNATIONAL	80 3/4	8.59	11.05		1.40	1978	LM			
25.00	1971	RARE ORGANISATION	89 1/8	10.43	10.49	9.82	102.00	1978	NP EU	326	105 920 925 945 950 955	
25.00	1971	RARE ORGANISATION	89 1/8	6.28	11.23		1.25	1972	LM			
45.00	1969	RIO TINTO-ZINC	89 1/2	7.43	8.63	7.54	102.50	1977	NP EU	346	950 950	
36.25	1969	RIO TINTO-ZINC	89 1/2	5.07	9.45		1.75	1972	LM			
20.00	1975	RIO TINTO-ZINC	86 7/8	7.93	9.34	7.77	102.50	1977	NP EU	346	950 960 965	
20.00	1975	RIO TINTO-ZINC	86 7/8	5.07	10.19		2.75	1972	LM			
20.00	1975	SLONEN ESTATES	75 7/8	11.68	11.90	10.54	102.00	1981	NP EU	306	930 935 960	
20.00	1975	SLONEN ESTATES	75 7/8	7.66	13.74		.50	1978	LM			
12.00	1971	SLONEN ESTATES	81 3/4	9.72	12.00	10.70	100.00	1981	NP EU	306	920 930 935 960	
12.00	1971	SLONEN ESTATES	81 3/4	6.29	13.17		.75	1972	LM			
25.00	1973	TERESIDE CORPORATION	93	2.85	10.08	8.42			NP EU	323	105 910 930 935 945 960	
15.00	1973	TOUR & CITY NEDERLAND	55 1/8	11.84	17.78	15.08	103.00	1981	NP EU	346	105 930 935 945 960	
15.00	1973	TOUR & CITY NEDERLAND	55 1/8	7.15	21.30		1.30	1978	LM			
14.00	1970	TRUST HOUSES GROUP	81	7.48	11.33	9.57	103.00	1977	NP EU	346	950 960	
15.00	1970	TRUST HOUSES GROUP	81	4.28	13.43		2.00	1972	LM			
25.00	1973	TRUST HOUSES GROUP	75 3/8	9.48	11.44	10.28	101.00	1977	NP EU	346	930 935 950 960 965	
25.00	1973	TRUST HOUSES GROUP	75 3/8	6.28	14.15		2.00	1972	LM			
25.00	1973	UNITED DOMINION TRUST	88 5/8	12.52	14.72	12.75	102.00	1978	NP EU	359	105 930 935 945 950 960	
24.30	1973	UNITED DOMINION TRUST	88 5/8	8.81	15.48		.50	1972	LM			
20.00	1972	WELLS FARGO FOUNDATION	83 1/2	11.01	10.44	9.88	102.00	1980	NP EU	298	105 930 935 950 960	
20.00	1972	WELLS FARGO FOUNDATION	83 1/2	6.31	12.03		2.00	1978	LM			
6.00	1967	WELLS FARGO HOLDINGS	97 5/8	.82	10.01	7.03	1.00	1977	NP EU	315	105 935 960	
1.00	1967	WELLS FARGO HOLDINGS	97 5/8	.82	10.01		1.00	1972	LM			
25.00	1972	WILLIAMS & SUTHERLAND	87 3/8	11.01	10.21	9.44	102.00	1980	NP EU	301	105 910 930 935 945 950	
25.00	1972	WILLIAMS & SUTHERLAND	87 3/8	7.16	10.88		1.75	1972	LM			

Monday June 7 1976

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ISSUED

YEAR OF ISSUE

BORROWER

PRICE

LIFE

YIELD TO MATURITY

CURRENT YIELD

NEXT CALL PRICE

NEXT CALL DATE

SECURITY

DELIVERY

LEAD

MARKET MAKERS

ESTD O/S (MM)

ISSUE PRICE

COUPON-MATURITY

AVG LIFE

YIELD TO AVG LIFE

NEXT S/F AMOUNT (MM)

1ST S/F DATE

LISTING

25.00	1967	US DOLLAR-UNITED STATES	93 3/8	8.01	7.66	6.69	101.50	1976	NP NY	447	105 920 805 935 950 960	
19.30	1967	AMAX HOLDINGS	93 3/8	5.16	8.74		2.20	1972	NYLX			
20.00	1971	AMAX INT. CAP. (SER. A.)	100 1/2	9.85	8.66	8.71	101.00	1979	NP EU	447	105 950 960 975	
13.92	1971	AMAX INT. CAP. (SER. A.)	100 1/2	6.00	8.63		1.36	1974	LM			
12.00	1971	AMAX INT. CAP. (SER. A.)	100 1/2	9.85	8.66	8.71	101.00	1979	NP EU	447	105 950 960 975	
9.25	1971	AMAX INT. CAP. (SER. A.)	100 1/2	6.00	8.63		.82	1974	LM			
40.00	1972	AMERADA HESS INT. CAP. WY	83 1/2	11.10	9.18	8.08	101.00	1980	NP EU	399	800 920 975	
37.00	1972	AMERADA HESS INT. CAP. WY	83 1/2	5.74	8.74		3.00	1975	LM			
25.00	1972	AMERADA HESS INT. CAP. WY	83 1/2	11.10	9.26	8.13	101.00	1980	NP EU	399	920	
25.00	1972	AMERADA HESS INT. CAP. WY	83 1/2	5.74	10.88		3.00	1975	LM			
25.00	1969	AMERICAN BRAYTON O/S	102 1/2	5.47	7.40	7.80	100.25	1977	NP EU	436	105 920 805 870 935 950	
19.00	1969	AMERICAN BRAYTON O/S	102 1/2	2.64	7.37		1.00	1971	LM			
25.00	1974	AMERICAN MOTORS	81 3/4	11.44	11.83	11.01	103.00	1981	NP EU	234	105 305 870 960 975	
24.00	1974	AMERICAN MOTORS	81 3/4	9.03	12.46		.50	1976	LM			
25.00	1967	AMOCO INT. FIN.	94 1/8	6.61	7.50	7.02	1.00	1978	NP EU	456	105 920 805 935 950 960	
14.00	1967	AMOCO INT. FIN.	94 1/8	3.61	8.00		2.00	1969	NYLX			
35.00	1965	AMOCO OIL BLDS	82 1/4	9.35	7.80	6.33	103.00	1978	NP NY	438	105 920 805 935 950 960	
14.71	1965	AMOCO OIL BLDS	82 1/4	4.85	7.83		1.47	1969	NYLX			
15.00	1968	AMOCO INT. FIN.	98 3/8	3.83	7.56	7.35	100.00	1978	NP NY	485	105 920 805 935 950 960	
8.50	1968	AMOCO INT. FIN.	98 3/8	2.43	7.89		2.00	1971	NYLX			
25.00	1972	ASPLAND OIL FIN.	94 3/4	11.05	8.76	8.44	101.00	1980	NP EU	399	105 115 305 305 320 735	
25.00	1972	ASPLAND OIL FIN.	94 3/4	8.35	8.10		2.50	1978	LM			
5.00	1968	AVERY PRODUCTS INT.	93 3/4	4.52	8.90	8.09	101.50	1976	NP EU	427	105 935	
3.30	1968	AVERY PRODUCTS INT.	93 3/4	2.92	8.47		.50	1972	LM			
15.00	1966	AYOR O/S CAP.	96 7/8	4.68	7.16	6.56	100.25	1977	NP NY	458	105 920 805 935 950 960	
7.30	1966	AYOR O/S CAP.	96 7/8	2.68	7.69		1.50	1972	LM			
15.00	1970	BRAITHWAITE FOODS O/S	104 1/8	8.80	8.31	8.64	101.50	1977	NP EU	437	105 835 960 975	
11.00	1970	BRAITHWAITE FOODS O/S	104 1/8	5.53	8.05		1.00	1973	LM			
15.00	1969	BREXIT INT. FIN.	100 3/8	3.10	7.84	7.97	100.00	1977	NP EU	436	105 950 870 935 950 960	
9.50	1969	BREXIT INT. FIN.	100 3/8	2.04	7.78		1.50	1970	LM			
20.00	1972	BURKE INT. FIN.	86	11.39	9.83	9.01	102.50	1978	NP EU	411	105 960 975	
20.00	1972	BURKE INT. FIN.	86	8.09	10.38		.80	1978	LM			
15.00	1969	BORG-WARNER O/S CAP.	102 1/8	3.27	7.21	7.83	100.00	1977	NP EU	418	105 920 870 935 950 960	
8.50	1969	BORG-WARNER O/S CAP.	102 1/8	2.21	6.90		1.50	1970				



ISSUED	YEAR OF ISSUE	BORROWER	PRICE	LIFE	YIELD TO MATURITY	CURRENT YIELD	NEXT CALL PRICE	NEXT CALL DATE	SECURITY	DELIVERY	LEAD	MARKET MAKERS
ESTD O/S (MN)	ISSUE PRICE	COUPON-MATURITY		AVG LIFE	YIELD TO AVG LIFE		NEXT S/F AMOUNT (MN)	1ST S/F DATE	LISTING			
50.00	1971 98.50	INTERNATIONAL SECURITIES 11.00 15/ 8/1977	102	1.22	9.09	10.78			PC EU		418 520 940 960 975	
15.00	1966 97.50	INT STANDARD ELECTRIC 6.00 1/ 3/1984 S	87 7/8	9.76	7.94	6.94	101.77	1977	PC EU		327 105 520 805 950 960 965	
35.00	1967 97.50	INT STANDARD ELECTRIC 6.00 15/ 5/1987	87 7/8	10.47	7.67	6.83	102.25	1977	PC EU		327 105 520 805 950 960 965	
25.00	1971 100.00	INT STANDARD ELECTRIC 6.25 1/ 2/1984	99 1/4	9.68	8.35	8.31	103.50	1977	PC EU		327 105 520 805 870 950 960	
30.00	1970 100.00	INT STANDARD ELECTRIC 9.00 1/ 4/1985	100 3/4	8.85	8.86	8.93	102.90	1977	PC EU		327 105 520 805 950 960 975	
25.00	1971 100.00	INT STANDARD ELECTRIC 9.00 1/10/1986	100 5/8	10.35	8.84	8.94	101.00	1977	PC EU		327 105 520 805 950 960 975	
15.00	1966 99.50	INT UTILITIES 6.75 30/ 4/1978 S	97 5/8	1.93	8.39	7.03	100.50	1977	PC EU		339 800 805 960 965 975	
25.00	1968 99.50	INT UTILITIES 6.75 30/ 4/1978 S	97 3/8	1.93	8.39	7.03	100.00	1977	PC EU		339 800 960 965	
25.00	1972 99.50	INTERNATIONAL UTILITIES 8.25 15/ 5/1982	97 3/4	5.97	8.75	8.44	104.00	1977	PC EU		315 105 305 520 940 960 975	
45.00	1974 100.00	ISC CANADIAN FINANCE 9.00 1/ 5/1982	100 1/2	5.93	8.88	8.86	100.00	1981	PC EU		327 ***	
35.00	1976 100.00	ISC CANADIAN FINANCE 9.50 1/ 5/1986	100 3/8	8.93	9.43	9.46	101.00	1981	PC EU		327 105 115 205 215 305 425	
20.00	1971 100.00	KIMBERLY-CLARK INT. FIN. 8.50 15/ 4/1980	102 1/8	9.88	8.17	8.32	100.25	1979	PC EU		456 105 205 305 725 870 940	
40.00	1975 99.00	MCDONNELL DOUGLAS O/S 9.75 15/11/1981	102 1/4	5.47	9.17	9.54	100.75	1978	PC EU		456 105 305 435 520 870 930	
15.00	1975 99.00	MARRIOTT O/S 9.75 15/ 6/1982	102 1/4	6.05	9.27	9.54			PC EU		408 105 910 925 930 960 975	
20.00	1975 100.00	MILES O/S CAP 9.25 1/ 3/1980	103 1/4	3.93	8.24	8.86	100.50	1979	PC EU		517 105 105 215 305 520 805	
25.00	1968 98.50	MORILL O/S INT FIN 7.00 15/ 8/1986 S	95	10.22	7.86	7.50	103.50	1976	PC EU		339 105 520 870 950 960 965	
20.00	1970 98.50	NONSANTO INT 8.75 15/ 5/1983	105 1/8	8.97	7.93	8.32	102.00	1977	PC EU		399 105 305 870 950 960 975	
25.00	1971 100.75	NOTOGRIA INT CAP 8.00 1/ 3/1987	97 5/8	10.76	8.33	8.19	102.00	1977	PC EU		418 105 115 205 305 520 735	
20.00	1967 98.50	NARISINT INT FIN 6.50 2/10/1982	98 3/4	6.35	8.73	8.58	101.00	1976	PC EU		435 105 520 805 870 950 960	
15.00	1972 98.50	NORTH AMER ROCKWELL O/S 7.75 1/ 3/1979	99 7/8	2.93	7.78	7.76	100.00	1977	PC EU		327 105 305 305 520 735 870	
25.00	1972 99.50	NORTH AMER ROCKWELL O/S 8.25 1/ 3/1987	94 1/2	10.93	8.04	8.73	101.00	1976	PC EU		327 105 305 305 520 735 870	
20.00	1968 98.00	OCCIDENTAL O/S CAP 7.50 1/ 3/1984	86 3/4	7.76	10.02	8.65	103.00	1977	PC EU		447 105 975	
20.00	1969 98.00	OCCIDENTAL O/S CAP 8.25 1/10/1979	97 3/4	5.35	9.02	8.44	100.00	1976	PC EU		447 105 935 975	
25.00	1970 100.00	OCCIDENTAL O/S CAP 9.25 15/ 3/1982	98 1/2	5.80	9.58	9.39	100.00	1980	PC EU		447 105 935 975	
30.00	1974 100.00	OCCIDENTAL O/S FIN 9.75 1/ 2/1981	100 1/8	4.68	9.67	9.74	100.50	1980	PC EU		486 105 910 930 935 940 950	
30.00	1975 98.00	OCCIDENTAL O/S 10.00 1/ 7/1981	101 3/4	5.10	9.54	9.83	100.00	1980	PC EU		488 105 870 910 930 935 950	
20.00	1970 98.50	OTIS ELEVATOR INT CAP 8.75 1/ 5/1983	101 1/2	8.87	8.50	8.63	101.00	1976	PC EU		411 105 305 520 870 935 950	
15.00	1971 100.00	OWENS-CORNING FIBERGLASS 9.00 1/ 8/1986	102 1/4	10.18	8.42	8.60	102.00	1977	PC EU		418 105 305 520 870 935 950	
25.00	1972 98.50	PACIFIC LIGHTING O/S FIN 8.00 15/ 4/1988	93 3/8	11.88	8.42	8.57	100.75	1980	PC EU		456 105 115 205 305 520 735	
20.00	1972 98.50	PACIFIC LIGHTING O/S FIN 9.25 15/ 6/1982	102 3/4	3.05	8.53	8.00	100.50	1979	PC EU		456 105 305 520 735 870 930	
15.00	1971 97.50	PERKINS O/S FIN 8.00 1/ 5/1987	94 3/4	10.93	8.76	8.44	100.25	1979	PC EU		437 105 115 205 305 520 735	
25.00	1972 100.00	PHILIPS DODGE O/S FIN 7.50 15/ 5/1977	99 5/8	8.97	9.04	7.53	100.00	1976	PC EU		18 105 805 935 950 960	
15.00	1971 100.00	PHILIP MORRIS INT CAP 8.00 1/ 6/1978	101 3/4	2.01	7.02	7.86	100.50	1976	PC EU		447 105 805 870 930 950 960	

ISSUED	YEAR OF ISSUE	BORROWER	PRICE	LIFE	YIELD TO MATURITY	CURRENT YIELD	NEXT CALL PRICE	NEXT CALL DATE	SECURITY	DELIVERY	LEAD	MARKET MAKERS
ESTD O/S (MN)	ISSUE PRICE	COUPON-MATURITY		AVG LIFE	YIELD TO AVG LIFE		NEXT S/F AMOUNT (MN)	1ST S/F DATE	LISTING			
15.00	1971 98.50	PHILIP MORRIS INT CAP 8.50 1/ 6/1985	105	10.01	8.03	8.25	101.00	1979	PC EU		447 105 805 870 935 950 960	
25.00	1966 98.00	PHILLIPS PETROLEUM INT 6.00 15/ 1/1981 S	96 5/8	4.64	6.99	6.31	101.00	1977	PC EU		411 105 520 805 950 960 965	
25.00	1967 99.00	PROCTOR & GAMBLE INT 6.50 15/ 9/1982	99	6.50	6.69	6.57	101.00	1976	PC EU		456 105 520 805 870 935 950	
25.00	1972 98.00	RALSTON PURINA O/S FIN 7.50 15/ 2/1987	93 1/4	10.72	8.47	8.04	100.25	1980	PC EU		437 105 115 205 305 520 735	
25.00	1976 99.00	READING & BATES 9.50 15/ 3/1981	98 1/4	4.80	9.96	9.67	100.00	1977	PC EU		485 105 520 950 955 960 975	
20.00	1970 99.75	RICHARDSON-WRENNELL 8.75 15/12/1985	101 7/8	9.55	8.44	8.59	100.00	1980	PC EU		485 105 305 305 520 870 935	
20.00	1975 99.00	SANTA FE INT 9.75 1/10/1980	102 1/4	4.35	9.06	9.54	100.50	1979	PC EU		397 105 910 930 935 955 960	
20.00	1971 98.50	SCOTT PAPER O/S 8.75 1/ 7/1986	102 3/8	10.10	8.88	8.55	100.25	1979	PC EU		485 105 305 520 735 870 935	
35.00	1973 100.00	STANDARD OIL OF INDIANA 8.125 1/12/1980	102	4.52	7.58	7.87	100.50	1977	PC EU		456 105 115 205 305 520 735	
35.00	1973 100.00	STANDARD OIL OF INDIANA 8.375 1/12/1980	100 1/4	12.52	8.33	8.35	100.375	1980	PC EU		456 105 205 305 520 735	
20.00	1973 99.25	STANDARD OIL OF INDIANA 8.50 15/ 8/1986	102 3/8	12.22	8.17	8.30	100.375	1980	PC EU		456 105 115 205 305 520 735	
20.00	1974 99.00	SUNSTAND INT FIN 9.75 15/ 2/1983	99 3/4	6.72	9.77	8.77	100.50	1981	PC EU		359 105 425 520 910 930 935	
15.00	1972 98.00	SYBROK O/S CAP 8.00 1/ 3/1987	94 1/4	10.76	8.84	8.69	101.00	1980	PC EU		447 105 115 205 305 520 735	
37.50	1968 100.00	TELETYPE INT 6.50 1/10/1983	112	7.35	4.53	5.80	103.30	1976	PC EU		425 800 805 975	
20.00	1972 100.00	TELETYPE INT 6.50 1/10/1983	89	7.35	4.56	7.30	103.30	1976	PC EU		425 800 915	
20.00	1972 100.00	TENNECO INT 7.50 1/12/1979	99 3/4	3.43	7.59	7.52	100.50	1976	PC EU		361 105 305 425 520 735 865	
30.00	1972 98.00	TENNECO INT 7.75 1/11/1987	92 1/4	11.43	8.84	8.40	101.50	1980	PC EU		361 105 305 425 520 735 870	
30.00	1972 100.25	TEXTRON INT 7.75 1/10/1987	89 1/2	11.35	8.27	8.66	102.00	1977	PC EU		454 105 305 425 520 735 865	
20.00	1971 100.00	TRANSAMERICA O/S FIN 8.50 1/12/1986	95 1/2	10.52	9.10	8.90	102.00	1978	PC EU		93 105 935 960 975	
40.00	1968 98.50	TRANSOCCAN GULF OIL 7.00 1/11/1980	98 5/8	4.43	7.35	7.10	100.50	1976	PC EU		426 105 520 805 870 935 950	
30.00	1968 97.00	TRANSOCCAN GULF OIL 7.00 1/ 3/1982	98 5/8	4.76	7.34	7.10	100.00	1977	PC EU		454 105 520 805 870 935 950	
40.00	1972 97.90	TRANSOCCAN GULF OIL 7.50 1/ 1/1987	95 5/8	10.60	8.11	7.84	100.25	1980	PC EU		456 105 305 305 520 735 865	
30.00	1969 98.00	TRANSOCCAN GULF OIL 8.00 1/12/1984	99 5/8	8.52	8.04	8.03	100.25	1979	PC EU		456 105 520 870 935 950 960	
30.00	1971 98.50	TRANSOCCAN GULF OIL 8.00 1/ 3/1986	98 5/8	9.76	8.20	8.21	100.25	1979	PC EU		456 105 115 205 305 520 735	
20.00	1970 100.00	TRANSOCCAN GULF OIL 9.00 15/10/1985	103 3/8	9.39	8.43	8.71	100.25	1980	PC EU		456 105 305 870 935 950 960	
30.00	1968 99.00	TWP O/S CAP 7.25 2/11/1983	94 1/4	7.43	8.30	7.69	101.50	1976	PC EU		485 105 320 935 950 960 975	
20.00	1971 99.00	TWP O/S FIN 8.75 15/10/1986	98 3/8	10.79	8.84	8.87	101.00	1979	PC EU		485 105 305 520 735 865 935	
20.00	1967 99.50	U.S. FARMER UNTRAVEL 6.25 1/ 7/1982 S	95 1/4	5.85	7.39	6.67	101.50	1977	PC EU		327 105 320 805 935 950 960	
10.00	1969 100.00	UNEXCELLED INT 7.00 1/ 3/1979 S	70	2.75	13.23	10.35	101.75	1977	PC EU		229 800	
20.00	1972 100.00	UNION OIL FIN 7.00 1/ 2/1979	100 1/2	2.68	6.75	6.97	100.00	1977	PC EU		399 105 115 205 305 520 735	
30.00	1972 100.00	UNION OIL FIN 7.50 2/ 2/1987	95 5/8	10.68	8.11	7.84	100.25	1980	PC EU		399 105 115 205 305 520 735	
15.00	1979 99.00	UNITED NARCOTICS O/S 9.00 1/ 3/1982	97 5/8	5.74	9.54	9.22	100.00	1976	PC EU		447 105 950 975	

## NEW ISSUE

These bonds having been sold, this announcement appears as a matter of record only.

4th JUNE 1976



## Massey-Ferguson Nederland N.V.

U.S. \$75,000,000

9 1/2% Guaranteed Bonds due 1991

Unconditionally and irrevocably guaranteed as to payment of principle and interest by

## Massey-Ferguson Limited

The Underwriters of this issue include:

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Chase Manhattan Limited

Credit Suisse White Weld Limited

Union Bank of Switzerland (Securities) Limited

Alahli Bank of Kuwait (KSC)  
 Allgemeine Bank Nederland NV  
 A. E. Ames & Co Limited  
 Amsterdam-Rotterdam Bank NV  
 Andros Bank AS  
 Arab Finance Consultants Company SAK  
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 Banca della Svizzera Italiana  
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 Bank Hauser & Cie Limited  
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 Banque Bruxelles Lambert SA  
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 Banque Générale du Luxembourg SA  
 Banque de l'Indochine et de Suez  
 Banque Internationale à Luxembourg SA  
 Banque Louis-Dreyfus  
 Banque Nationale de Paris  
 Banque de Neufville, Schlumberger,  
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 Banque de Paris et des Pays-Bas  
 Banque de Paris et des Pays-Bas  
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 Wechsel-Bank  
 Bayerische Landesbank Girozentrale  
 Bayerische Vereinsbank  
 Berliner Handels- und Bankfurt Bank  
 Blivh Eastman Dillon & Co.  
 International Limited  
 Breisch Pirschhof Schoeller  
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Caisse Centrale des Banques Populaires  
 Caisse des Dépôts et Consignations  
 Christiana Bank og Kreditkasse  
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 Clarend Bank  
 Crédit Commercial de France  
 Crédit Industriel et Commercial  
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 Credito Italiano  
 Crédit Lyonnais  
 Daiwa Europe NV  
 Dan Danske Bank af 1871 Aktieselskab  
 Den Norske Creditbank  
 Deutsche Bank Aktiengesellschaft  
 Dillon



ISSUED	YEAR OF ISSUE	BORROWER	PRICE	LIFE	YIELD TO MATU- RITY	CURRENT YIELD	NEXT CALL PRICE	NEXT CALL DATE	SECURITY GUARANTEE	DELIVERY	LEAD MANAGER	MARKET MAKERS
ESTD O/S (MM)	ISSUE PRICE	COUPON-MATURITY		AVGE LIFE	YIELD TO AVGE LIFE		NEXT \$/F AMOUNT (MM)	1ST \$/F DATE		LISTING		
25.00 25.00	1973 100.00	ELDPETROL (MEX) 8.50 11/3/80	93 3/8	6.20 4.20		9.10	100.00 5.00	1977 1978	FF LK	EU	406 905 925 945 975	
35.00 33.25	1971 100.00	ESCOM 8.50 15/8/1982	94 7/8	6.22 4.43		8.96	100.00 1.75	1977 1978	GG LK	EU	485 905 925 935 945 975	
25.00 29.00	1973 100.00	GENERAL CABLE 7.50 10/1/80	100	4.25 3.79		7.50	100.00 2.00	1978 1972	PG LK	EU	559 905 925 940 945 965 975	
25.00 17.00	1973 100.00	INSILCO 7.50 5/1/1980	97 5/8	4.18 3.59		7.70	100.00 1.29	1978 1971	PG LK	EU	291 905 975	
75.00	1978 100.00	LLOYD EURO 7.25 1/1/80	98 1/4	7.00		7.57	100.00	1980	NP LN	EU	517 205 215 220 425 905 930 940 945 975	
50.00	1978 100.00	MIDLAND BANK 7.50 16/2/1982	99 7/8	6.73		7.51	100.00	1980	NP LS	EU	517 220 905 925 940 945 950 960 965 975	
50.00	1978 100.00	MIDLAND BANK 8.00 12/1/1982	100 7/8	6.48		7.93			NP LN	EU	517 220 870 905 925 940 945 950 960 965 975	
25.00	1978 100.00	PARIBAS 7.25 9/12/1980	100 3/8	4.54		7.72	100.00	1977	NP LK	EU	517 205 220 905 925 940 945 950 960 965 975	
30.00	1978 100.00	ROYAL BANK-SCOT 7.75 1/1/80	100	6.94		7.75	100.00	1980	NP LN	EU	350 205 220 870 905 925 940 945 950 960 975	
50.00 48.00	1974 100.00	S.F.T.C. 8.00 7/6/1984	91 1/4	8.73 5.06		9.18	100.00 1.00	1977 1978	NP LK	EU	316 305 409 410 415 420 425 905 930 945 975	
75.00	1978 100.00	SOCIETE GENERALE 7.50 5/1/80	97 3/8	4.97		7.70	100.00	1979	NP LK	EU	456 205 220 425 905 930 940 945	
30.00 30.00	1974 100.00	SWISS ALUMINUM 8.50 13/1/80	104 1/8	8.22 6.02		8.15	100.00 1.00	1977 1977	PG LK	EU	186 905 925 930 940 945 975	
25.00	1978 100.00	UBAF 7.50 3/6/1981	98 1/4	5.02		7.63	100.00	1979	NP LK	EU	105 205 215 220 945	
40.00	1973 100.00	VICICATA 5.25 1/2/80	97	1.76		6.83	100.00	1977	NP LK	EU	316 905 975	
		AUSTRIAN SCHILLINGS *****										
130.00 130.00	1971 99.50	ASIAN DEVELOPMENT BANK 7.00 26/12/1982	93	7.57 4.24	8.04 8.00	7.50	100.00 15.00	1978 1978	NP VN	EU	1 320	
275.00	1971 99.00	OSTERREICHISCHE WIRTSCHAFTSBANK 9.50 14/6/1978	100	5.22	9.48	9.50			NP LN	EU	287 320	
		CANADIAN DOLLARS *****										
15.00	1978 100.00	BANQUE CANADIENNE 7.25 15/2/1982	99 3/4	5.58	9.29	9.27	100.00	1981	NP LN	EU	61 205 210 320 805 912 940 945 950	
20.00	1979 100.00	BENEFICIAL FIN INT 9.50 15/7/1980	99	4.13	9.79	9.00			PG LK	EU	438 210 425 520 912 925 940 945 960 980	
35.00	1979 100.00	BENEFICIAL FIN INT 9.75 15/12/1982	99 1/8	6.55	9.91	9.84	100.00	1981	NP LK	EU	405 210 425 520 912 925 935 940 945 947 960 980	
20.00	1979 100.00	BENEFICIAL FIN INT 10.25 15/10/1982	101 1/2	5.39	9.84	10.10	100.00	1980	PG LK	EU	438 210 425 520 912 925 935 940 945 960 980	
25.00	1979 100.00	BORG-WARNER ACCEPT-FIN 10.25 1/12/1980	102 1/8	4.52	9.60	10.04			PG LN	EU	418 210 425 520 805 912 935 940 945 960 980	
15.00	1974 99.00	BRIT COLUMBIA AUTHORITY 9.25 15/1/1981	99 1/2	4.97	9.38	9.30			NP LK	EU	103 210 912 940 945 960 980	
25.00	1979 99.00	BRITISH COLUMBIA N.F.A. 9.25 30/6/1982	99 1/2	6.09	9.35	9.20	100.75 FF .50	1980 1976	NP LK	EU	103 210 912 940 945 960 980	
20.00	1978 99.00	CALGARY POWER LTD 9.75 15/2/1982	99 1/4	5.97	9.92	9.82	FF .80	1976	FM LK	EU	511 425 520 912 940 945 960 975 980	
35.00	1978 100.00	CANADIAN PACIFIC SEC 9.25 15/4/1983	96	6.88	10.07	9.64	100.00	1981	PG LK	EU	218 205 210 425 520 912 935 940 945 947 960 975	
35.00	1979 100.00	CANADIAN PACIFIC SEC 9.75 15/12/1982	101 3/8	5.33	9.39	9.62	100.00	1980	PG LK	EU	218 205 210 520 912 925 935 940 945 960 975 980	
25.00	1979 100.00	CITY OF QUEBEC 10.00 15/11/1985	101 5/8	19.47	9.79	9.84	102.00	1985	NP LK	EU	411 205 210 320 911 940 945 960 980	
25.00	1973 100.00	CITY OF QUEBEC 10.75 15/10/1984	106 1/4	18.39	9.98	10.12	102.00	1984	NP LK	EU	103 210 912 940 945 960 980	
20.00	1978 100.00	COMM-CREDIT CORP (CAN) 9.75 15/5/1981	93 5/8	4.97	10.93	10.20			PG LK	EU	517 425 520 912 925 945 960 980	
30.00	1978 100.00	CREDIT TONCIER F-CAN 9.75 15/2/1981	101 3/4	4.72	9.24	9.38			NP LK	EU	49 205 210 320 870 912 940 945 960 975 980	
30.00	1978 100.00	DU PONT OF CANADA 9.50 15/2/1981	101 3/8	4.72	9.09	9.37			NP LK	EU	456 205 210 425 520 805 870 912 935 940 945 947 960	

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ISSUED	YEAR OF ISSUE	BORROWER	PRICE	LIFE	YIELD TO MATURITY	CURRENT YIELD	NEXT CALL PRICE	NEXT CALL DATE	SECURITY	LEAD	MARKET MAKERS
ESTD O/S (MM)	ISSUE PRICE	COUPON-MATURITY		AVERAGE LIFE	YIELD TO AVERAGE LIFE		NEXT S/F AMOUNT (MM)	1ST S/F DATE	QUANTITIES	DELIVERY	
50.00	1976* 100.50	EUROPEAN COAL & STEEL 9.00 15/ 3/1983	97 1/2	6.80	9.50	9.23	100.00	1991	FF EU	456 205 210 425 520 912 935	
25.00	1975* 100.00	FIRST CANADIAN INVEST 10.00 1/ 1/1981	100 3/4	4.60	9.74	9.93			FF EU	456 210 320 912 940 945 960	
50.00	1976* 99.50	FORD MOTOR CREDIT-CANADA 9.25 15/ 2/1983	99 3/4	6.68	9.27	9.27	100.00	1982	PC EU	418 205 210 425 520 970 912	
40.00	1975* 100.00	FORD MOTOR CREDIT-CANADA 9.75 1/11/1980	101 5/8	4.43	9.24	9.59			PC EU	418 205 210 425 520 805 870	
50.00	1976* 100.00	GEN MOTORS ACCEPTANCE 9.00 1/ 2/1982	99 5/8	5.68	9.05	9.03			PC EU	456 205 210 425 520 805 870	
50.00	1975* 100.00	GEN MOTORS ACCEPTANCE 9.50 15/10/1981	100 5/8	5.39	9.32	9.44			PC EU	456 205 210 425 520 805 870	
50.00	1976* 100.00	GEN MOTORS ACCEPTANCE 9.50 1/ 2/1986	100 1/2	9.68	9.39	9.45	101.50	1981	PC EU	456 205 210 425 520 805 870	
25.00	1975* 100.50	HUDSON'S BAY 10.25 15/11/1981	103 3/8	5.47	9.39	9.92	100.00	1980	FF EU	456 210 320 912 925 935 940	
50.00	1975* 99.00	HYDRO-QUEBEC 9.50 15/10/1981	101 1/2	5.39	9.10	9.36			SC EU	165 205 210 520 805 870 912	
25.00	1976* 100.00	TAC LIMITED 9.50 15/ 5/1981	97	4.97	10.30	9.79			NP EU	64 210 520 912 945 960	
25.00	1976* 99.50	INT HARVESTER CREDIT-CAN 9.75 15/ 4/1980	95 7/8	9.88	10.43	10.17	100.50	1981	FF EU	456 205 210 520 912 945 960	
30.00	1975* 100.50	INT HARVESTER CREDIT 10.25 15/ 9/1981	102 3/8	5.27	9.63	10.01	100.25	1980	FF EU	456 205 210 805 912 940 945	
10.00	1975* 99.50	NORANDA MINES 9.75 1/11/1980	101 1/2	4.43	9.28	9.61			NP EU	64 210 912 940 945 940 940	
20.00	1976* 99.50	NORCEC 9.75 15/ 4/1983	94 1/8	6.88	11.00	10.36			NP EU	64 210 520 800 912 945 940	
15.00	1975* 99.25	NOVA SCOTIA POWER 9.50 1/ 7/1981	100 5/8	18.10	9.42	9.44	101.00	1984	SC EU	103 210 912 940 945 940 950	
15.00	1975* 99.50	PROVINCE OF MANITOBA 9.50 15/ 4/1983	99	8.93	8.42	9.34	101.00	1980	FF EU	64 210 912 940 945 940 980	
20.00	1975* 100.00	PROVINCE OF NEWFOUNDLAND 9.50 15/ 5/1983	100 3/4	6.97	9.35	9.43	101.00	1979	FF EU	103 210 520 912 940 945 960	
30.00	1975* 100.25	PROVINCE OF NEWFOUNDLAND 10.25 15/12/1983	102 3/4	9.55	9.77	9.88	101.00	1980	FF EU	103 210 520 912 940 945 960	
10.00	1976* 100.00	PROVINCIAL BANK-CANADA 9.50 15/ 2/1982	100 1/2	5.72	9.35	9.43	100.50	1981	FF EU	77 210 520 912 940 945 960	
5.00	1975* 98.50	POINTE-AUX-TREMbles CITY 9.75 18/ 7/1982	99 3/8	6.14	9.88	9.81	101.00	1980	FF EU	18 210 912 945 940	
10.00	1974* 100.00	QUEBEC URBAN COMMUNITY 10.75 15/11/1979	101 3/4	3.47	10.06	10.37			FF EU	18 210 912 940 945 940 960	
35.00	1976* 100.00	ROYAL BANK OF CANADA 8.75 1/ 4/1982	100 1/4	5.65	8.88	8.73	100.00	1981	FF EU	218 210 425 520 805 870 912	
35.00	1976* 100.00	ROYAL BANK OF CANADA 9.50 1/ 4/1988	101	11.85	9.33	9.41	100.00	1984	FF EU	218 210 425 520 805 870 912	
20.00	1976* 100.00	ROYAL TRUST CO MORTGAGE 9.50 15/ 2/1981	100 1/2	4.72	9.32	9.45			FF EU	64 210 520 870 912 940 945	
30.00	1975* 100.00	ROYAL BANK LEASING 9.50 15/10/1980	100 1/4	4.39	9.39	9.48			FF EU	218 210 520 805 912 940 945	
30.00	1976* 100.50	ROYAL BANK 9.75 1/ 2/1982	99 7/8	5.48	9.74	9.76	100.00	1981	FF EU	218 210 520 870 912 940 945	
15.00	1975* 99.75	ROYAL BANK 9.50 1/ 9/1980	99 7/8	4.27	9.50	9.51			FF EU	64 210 520 912 940 945 940	
50.00	1976* 100.50	TORONTO DOMINION BANK 9.00 1/ 4/1982	99 1/8	5.85	8.18	8.08	100.00	1981	FF EU	456 205 210 520 870 912 945	
35.00	1975* 100.50	TORONTO DOMINION BANK 9.75 1/11/1981	101 7/8	5.43	9.26	9.57	100.00	1980	FF EU	456 205 210 520 805 870 912	
5.00	1975* 98.50	LOVE OF MONTREAL EAST 9.75 18/ 7/1982	99 5/8	6.14	9.82	9.79	101.00	1980	FF EU	18 210 912 945 940	
25.00	1976* 100.00	TRADERS GROUP 9.75 15/ 3/1982	94 1/8	3.60	11.16	10.36			FF EU	77 210 912 945	
15.00	1975* 100.00	TRANS UNION FIN (CANADA) 10.50 1/12/1980	99 7/8	4.32	10.49	10.51			FF EU	326 210 425 912 945 960 980	

ISSUED	YEAR OF ISSUE	BORROWER	PRICE	LIFE	YIELD TO MATURITY	CURRENT YIELD	NEXT CALL PRICE	NEXT CALL DATE	SECURITY	LEAD	MARKET MAKERS
ESTD O/S (MM)	ISSUE PRICE	COUPON-MATURITY		AVERAGE LIFE	YIELD TO AVERAGE LIFE		NEXT S/F AMOUNT (MM)	1ST S/F DATE	QUANTITIES	DELIVERY	
30.00	1976* 100.00	UNION CARRIAGE OF CANADA 9.25 1/ 5/1982	100 1/2	5.93	9.13	9.20	100.00	1981	PC EU	456 210 425 520 805 912 93	
30.00	1976* 99.00	UNION CARRIAGE OF CANADA 9.75 1/ 5/1980	100	9.93	9.74	9.75	100.275	1981	PC EU	456 210 425 520 805 912 93	
80.00	1972* 100.00	ALGEMERE BANK 8.00 1/10/1979	96	3.35	7.37	6.25	25.00	1976	FF EU	237 600 601 602 603 605 6	
75.00	1973* 100.00	ALGEMERE BANK 8.25 1/ 5/1980	95 7/8	3.93	7.49	6.52	28.75	1977	FF EU	237 600 601 602 603 605 6	
75.00	1973* 100.00	ALGEMERE BANK 7.25 1/ 2/1980	98 5/8	3.68	7.58	7.35	18.75	1977	FF EU	237 600 601 602 603 605 6	
60.00	1974* 99.50	ALGEMERE BANK 9.50 15/ 5/1979	102 3/8	2.97	8.55	9.28			FF EU	237 600 601 602 603 605 6	
75.00	1975* 99.50	ALGEMERE BANK 9.50 1/ 2/1980	102 1/2	3.68	8.63	9.27			FF EU	237 600 601 602 603 605 6	
75.00	1974* 100.00	ALGEMERE BANK 10.00 1/12/1979	103 5/8	3.52	8.71	9.65			FF EU	237 600 601 602 603 605 6	
75.00	1974* 99.50	ALGEMERE BANK 10.50 1/10/1979	105	3.35	8.67	10.00			FF EU	237 600 601 602 603 605 6	
75.00	1976* 99.75	ALGEMERE INT 8.25 15/ 3/1983	99 1/4	6.80	8.39	8.31			PC EU	237 600 601 602 603 605 6	
60.00	1973* 99.50	ANRO BANK 8.25 15/ 3/1980	95 7/8	3.80	7.47	6.52	15.00	1977	FF EU	238 600 602 603 605 606 6	
70.00	1973* 100.00	ANRO BANK 7.25 1/ 2/1980	99 1/8	3.68	7.50	7.32	17.50	1977	FF EU	238 600 602 603 605 606 6	
60.00	1974* 99.50	ANRO BANK 9.50 1/ 6/1979	102	3.04	8.71	9.31			FF EU	238 600 601 602 603 605 6	
60.00	1974* 100.00	ANRO BANK 9.75 15/12/1979	103	3.35	8.69	9.47			FF EU	238 600 601 602 603 605 6	
50.00	1974* 100.00	ANRO BANK 10.75 1/11/1979	105 3/4	3.43	8.68	10.17			FF EU	238 600 601 602 603 605 6	
75.00	1975* 99.50	ANRO BANK 8.25 15/ 9/1981	101 3/4	5.30	7.81	8.11			FF EU	238 600 601 602 603 605 6	
40.00	1973* 99.25	ANRO 6.25 1/ 4/1980	93 5/8	3.85	8.24	8.68	15.00	1977	FF EU	238 600 601 602 603 605 6	
75.00	1976* 99.75	ASIAN DEVELOPMENT BANK 8.25 1/ 3/1983	94 5/8	6.76	8.34	8.72			FF EU	237 600 601 602 603 605 6	
40.00	1972* 99.50	BANK NIRS & HOPE 5.75 1/10/1979	95 1/4	3.35	7.38	6.04	10.00	1976	FF EU	245 600 601 602 603 605 6	
40.00	1973* 99.50	BANK NIRS & HOPE 6.00 2/ 5/1980	95	3.93	7.51	6.32	10.00	1977	FF EU	245 600 601 602 603 605 6	
60.00	1975* 99.75	BANK NIRS & HOPE 8.25 15/12/1981	99 1/2	5.55	8.34	8.29			FF EU	245 600 601 602 603 605 6	
40.00	1974* 100.00	BANK NIRS & HOPE 10.00 1/ 8/1979	103 1/4	3.18	8.73	9.69			FF EU	245 600 601 602 603 605 6	
40.00	1974* 100.00	BANK NIRS & HOPE 10.00 1/12/1979	103 3/8	3.52	8.39	9.67			FF EU	245 600 601 602 603 605 6	
60.00	1972* 100.00	BRITISH PETROLEUM 6.00 1/ 9/1979	96	3.27	7.40	6.25	15.00	1976	FF EU	238 600 601 602 603 605 6	
75.00	1975* 99.50	CITY OF OYLO 8.25 1/ 7/1982	98 1/8	6.10	8.65	8.41			FF EU	237 600 601 602 603 605 6	
100.00	1976* 100.00	COMMONWEALTH-AUSTRALIA 8.00 1/ 6/1983	96 7/8	7.01	8.61	8.26			FF EU	238 600 601 602 603 605 6	
50.00	1973* 100.00	CONSOLIDATED FOODS 6.50 1/ 5/1980	96 1/4	3.93	6.12	6.75	10.00	1977	FF EU	238 600 601 602 603 605 6	
70.00	1972* 100.00	COUNCIL OF EUROPE 6.50 15/ 6/1979	96 1/8	3.05	7.97	6.78	7.50	1976	FF EU	237 600 601 602 603 605 6	
60.00	1974* 99.50	DUTCH STATE MINES 9.25 1/ 4/1982	101 1/2	5.85	8.89	9.11			FF EU	238 600 601 602 603 605 6	
40.00	1976* 99.50	KESTER NEDER CEMENT 8.50 15/ 4/1983	94 1/4	6.88	9.67	9.02	40.00	1980	FF EU	600 602 603 605 606 6	
50.00	1972* 100.00	ESCOM 6.50 1/ 4/1979	87 3/4	2.85	11.79	7.41	22.50	1976	FF EU	237 600 601 602 603 605 6	
50.00	1972* 99.75	EUROFINA 5.75 1/ 9/1979	95 3/4	3.27	7.23	6.01	22.50	1976	FF EU	238 600 601 602 603 605 6	

For the convenience of investors it is proposed that future issues of the Eurobond List will include a directory, country by country, of institutions providing services for the private and institutional Eurobond Investor

For details of how to be included in this directory please contact  
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ISSUED	YEAR OF ISSUE	BORROWER	PRICE	LIFE	YIELD TO MATURITY	CURRENT YIELD	NEXT CALL PRICE	NEXT CALL DATE	SECURITY	DELIVERY	LEAD	MARKET MAKERS
ESTD O/S (MN)	ISSUE PRICE	Coupon-Maturity		Average Life	Yield to Average Life		Next S/F Amount (MN)	1st S/F Date	Listing			
30.00	1972	EUROPEAN COAL & STEEL	98 3/4	2.44	7.49	7.09	12.50	1978	EU	238	600	601 602 603 605 606
37.50	1972	EUROPEAN COAL & STEEL	100.00	1.66	7.75							607 608 610 610 610
30.00	1973	EUROPEAN COAL & STEEL	100 3/8	5.93	8.19	8.38			EU	238	600	601 602 603 605 606
60.00	1976	EUROPEAN COAL & STEEL	97 1/2	6.72	8.48	8.21			NP EU	238	600	601 602 603 605 606
30.00	1972	EUROPEAN INVESTMENT BANK	99 5/8	6.30	8.21	6.72	12.50	1979	EU	238	600	601 602 603 605 606
50.00	1976	EUROPEAN INVESTMENT BANK	97	6.88	8.39	8.25			NP EU	238	600	601 602 603 605 606
75.00	1975	EUROPEAN INVESTMENT BANK	100 1/2	5.76	8.37	8.96			EU	238	600	601 602 603 605 606
50.00	1972	EUROPEAN INVESTMENT BANK	101 3/4	3.02	8.80	9.34			EU	238	600	601 602 603 605 606
50.00	1972	GOVERNMENT OF MALAYSIA	93 5/8	4.05	8.67	7.21	12.50	1977	EU	237	600	601 602 603 605 606
50.00	1972	GOVERNMENT OF MALAYSIA	93 5/8	2.55	9.65							608 610
30.00	1972	GOVERNMENT OF MALAYSIA	97	3.43	7.49	6.70	7.50	1976	PG EU	245	600	601 602 603 605 606
30.00	1972	GOVERNMENT OF MALAYSIA	97	1.93	8.23							607 608 610 610
40.00	1972	GOVERNMENT OF MALAYSIA	96	2.88	7.84	6.51	15.00	1976	EU	238	600	601 602 603 605 606
40.00	1972	GOVERNMENT OF MALAYSIA	96	1.88	8.62							607 608 610 610 610
40.00	1972	GOVERNMENT OF MALAYSIA	100	2.30	7.46	7.50	15.00	1975	EU	238	600	601 602 603 605 606
40.00	1972	GOVERNMENT OF MALAYSIA	100	1.30	7.46							607 608 610 610 610
75.00	1975	GOVERNMENT OF MALAYSIA	100 1/4	5.47	8.16	8.33			EU	238	600	601 602 603 605 606
75.00	1975	GOVERNMENT OF MALAYSIA	100 7/8	5.76	8.78	8.92			EU	238	600	601 602 603 605 606
60.00	1972	HANSEATIC IRON RY	95 7/8	2.76	8.46	7.04	15.00	1976	PG EU	238	600	601 602 603 605 606
45.00	1972	HANSEATIC IRON RY	95 7/8	1.76	9.36							607 608 610 610
60.00	1972	HANSEATIC IRON RY	96	2.92	8.08	6.77	15.00	1976	PG EU	238	600	601 602 603 605 606
45.00	1972	HANSEATIC IRON RY	96	1.93	8.93							607 608 610 610
70.00	1972	HANSEATIC IRON RY	95 3/8	3.22	7.91	6.53	7.50	1976	EU	245	600	601 602 603 605 606
30.00	1972	HANSEATIC IRON RY	95 3/8	1.73	9.27							607 608 610 610
50.00	1972	ISCOR	87 5/8	3.39	11.04	7.42	12.50	1974	CG EU	237	600	601 602 603 605 606
50.00	1972	ISCOR	87 5/8	1.89	11.04							608 610 610
50.00	1975	ISCOR	101 1/8	3.93	8.89	8.15			CG EU	237	600	601 602 603 605 606
75.00	1972	K.L.W.	93 7/8	3.22	7.47	6.26	12.75	1976	PG EU	237	600	601 602 603 605 606
75.00	1972	K.L.W.	93 7/8	1.72	8.67							607 608 610 610 610
50.00	1972	K.L.W.	99	2.55	7.46	7.32	12.50	1975	PG EU	237	600	601 602 603 605 606
37.50	1972	K.L.W.	99	1.73	7.84							607 608 610 610
100.00	1975	K.L.W.	100	5.47	7.97	8.00			EU	237	600	601 602 603 605 606
60.00	1972	K.L.W.	96 3/8	2.80	7.08	6.74	15.00	1976	PG EU	237	600	601 602 603 605 606
45.00	1972	K.L.W.	96 3/8	1.80	8.74							607 608 610 610 610
35.00	1974	K.L.W.	102 1/2	3.10	8.53	9.27			EU	249	600	601 602 603 605 606
40.00	1975	K.L.W.	102 1/2	3.73	8.44	9.27			EU	247	600	601 602 603 605 606
30.00	1974	K.L.W.	102 7/8	3.10	8.63	9.48			EU	237	600	601 602 603 605 606
75.00	1974	K.L.W.	99	4.85	7.89	7.83			EU	238	600	601 602 603 605 606
75.00	1974	K.L.W.	97	14.80	8.86	8.76	10.50	1986	NP EU	238	600	
75.00	1974	K.L.W.	97	10.40	8.73		7.50	1982	NP EU	238	600	
30.00	1975	K.L.W.	100 1/8	5.97	8.72	8.74			CG EU	238	600	601 602 603 605 606
50.00	1975	K.L.W.	102 7/8	3.68	8.73	9.48			EU	238	600	601 602 603 605 606
40.00	1971	PHILIP MORRIS	100	2.43	7.45	7.50	15.00	1973	PG EU	237	600	601 602 603 605 606
45.00	1971	PHILIP MORRIS	100.00	1.43	7.42							607 608 610 610 610
100.00	1972	PHILIP MORRIS	96 1/8	3.18	7.30	6.24	25.00	1976	EU	238	600	601 602 603 605 606
100.00	1972	PHILIP MORRIS	96 1/8	1.68	8.37							607 608 610 610 610
75.00	1974	PHILIP MORRIS	99 5/8	4.97	7.84	7.78			EU	238	600	601 602 603 605 606
75.00	1974	PHILIP MORRIS	100.00	5.33	7.00	8.14			EU	238	600	601 602 603 605 606

ISSUED	YEAR OF ISSUE	BORROWER	PRICE	LIFE	YIELD TO MATURITY	CURRENT YIELD	NEXT CALL PRICE	NEXT CALL DATE	SECURITY GUARANTEE	DELIVERY TERMS	LEAD MANAGER	MARKET MAKERS
ESTD O/S (MN)	ISSUE PRICE	COUPON-MATURITY		AVERAGE LIFE	YIELD TO AVERAGE LIFE		NEXT S/F AMOUNT (MN)	1ST S/F DATE	LISTING			
50.00	1978	EUROPEAN COAL & STEEL	99 5/8	8.55	8.01	8.03	101.25	1978	NP EU	238	115 510 520	
50.00	1978	EUROPEAN COAL & STEEL	100.00	5.05	8.08		5.00	1978	LEBR			
10.00	1971	INTERFLIGO	92 1/8	9.79	8.72	8.14	102.00	1981	NP EU	436	115 210 520	
2.50	1971	INTERFLIGO	92 1/8	6.26	9.21		.50	1974	EQ			
30.00	1974	ISCOR	93 3/4	4.52	11.04	9.87	102.00	1978	CG EU	179	115 520	
30.00	1974	ISCOR	93 3/4	9.25	11.04				DB			
30.00	1972	REPUBLIC OF BRAZIL	94 3/8	7.76	9.03	6.48	3.00	1975	NP EU	143	115 105 510 520	
25.00	1972	REPUBLIC OF BRAZIL	94 3/8	4.47	9.59				FF			
25.00	1971	REPUBLIC OF SOUTH AFRICA	72	8.35	13.23	11.11	102.00	1981	NP EU	93	520	
23.00	1971	REPUBLIC OF SOUTH AFRICA	72	8.08	15.42		1.00	1975	LE			
EURO CURRENCY UNITS												
17.00	1975	A.P.E.L.	101 1/8	8.71	9.28	9.38	102.50	1979	CG EU	105	115 205 215 510 520	
12.00	1975	A.P.E.L.	101 1/8	5.99	9.23		1.50	1979	LE			
13.00	1974	AGRICULTURAL CREDIT CORP	103	3.32	8.87	9.71			CG EU	230	115 520	
10.00	1973	BANCO DE FOMENTO SAC	99	2.48	5.92	5.56	100.50	1976	CG EU	35	115 520	
5.00	1973	BANCO DE FOMENTO SAC	99	1.48	6.18		1.00	1969	LE			
30.00	1973	BANCO DE FOMENTO SAC	77 1/4	14.76	10.01	9.06	102.25	1978	NP EU	103	115 520	
27.75	1973	BANCO DE FOMENTO SAC	77 1/4	10.63	10.67		.75	1974	LEBR			
15.00	1974	BANCO DE FOMENTO SAC	80 5/8	12.70	11.73	10.85	102.00	1980	CG EU	105	115 215 520	
14.50	1974	BANCO DE FOMENTO SAC	80 5/8	7.53	12.87		.50	1975	LE			
20.00	1974	C.F.E. - MEXICO	93 7/8	8.85	7.52	7.04	100.75	1977	NP EU	103	115 520	
14.13	1974	C.F.E. - MEXICO	93 7/8	5.84	7.97		1.06	1970	LEBR			
15.00	1974	C.F.E. - MEXICO	106 7/8	2.43	4.27	6.80	100.50	1976	NP EU	103	115 520	
4.00	1974	C.F.E. - MEXICO	106 7/8	1.43	2.32		1.50	1969	LEBR			
10.00	1974	C.F.E. - MEXICO	106 7/8	3.37	5.35	7.89	100.75	1976	NP EU	230	115 520	
4.00	1974	C.F.E. - MEXICO	106 7/8	1.87	3.02		1.00	1970	ANLE			
5.00	1974	C.F.E. (PORTUGAL)	97 3/8	4.06	7.77	7.19	100.75	1977	NP EU	230	115 520	
2.54	1974	C.F.E. (PORTUGAL)	97 3/8	2.19	8.36		.45	1969	LEBR			
16.00	1974	CASA PER IL MEZZOGIORNO	96 1/2	2.43	7.08	3.70	1.60	1969	CG EU	35	115 520	
4.80	1974	CASA PER IL MEZZOGIORNO	96 1/2	1.43	8.13				LE			
10.00	1974	CENTROFIN (S.W.A. - ZAMBIA)	111 3/4	9.48	7.00	7.83	102.00	1978	CG EU	117	115 215 520	
8.70	1974	CENTROFIN (S.W.A. - ZAMBIA)	111 3/4	5.05	5.98		.00	1971	LE			
10.00	1974	CITY OF COPENHAGEN	100 1/8	9.33	9.21	9.24	102.50	1980	NP EU	230	115 510 520	
25.00	1974	CITY OF COPENHAGEN	100 1/8	7.33	9.20		1.36	1979	NP EU	230	115 510 520	
12.00	1971	CITY OF COPENHAGEN	103 5/8	3.47	8.69	9.65			NP EU	230	115 510 520	
89.25	1971	CITY OF COPENHAGEN	103 5/8	3.47	8.69				LE			
18.00	1971	CITY OF HELSINKI	102 3/8	6.68	9.47	9.77	FF 2.70	1978	NP EU	230	115 510 520 715	
10.00	1971	CITY OF HELSINKI	102 3/8	6.68	9.47				NP EU	230	115 510 520 715	
7.40	1971	CITY OF HELSINKI	102 3/8	6.68	9.47				LE			
13.00	1974	CITY OF OSLO	95 7/8	15.85	9.38	9.26	102.50	1982	NP EU	230	115 510 520	
11.20	1974	CITY OF OSLO	95 7/8	9.58	9.54		.40	1975	LE			
15.00	1974	CITY OF OSLO	102			9.71	3.75	1978	NP EU	230	115 510 520	
15.00	1974	CITY OF OSLO	102	4.03	9.06				NP EU	230	115 510 520	
25.00	1974	CITY OF OSLO	100 5/8	9.39	9.13	9.19	102.50	1980	NP EU	230	115 510 520	
25.00	1974	CITY OF OSLO	100 5/8	6.49	9.09		.75	1976	LE			
17.00	1974	COFOPORTE	100 3/8	12.76	8.94	8.87	104.00	1978	CG EU	103	115 205 215 510 520	
16.32	1974	COFOPORTE	100 3/8	9.19	8.93		.34	1975	LE			
15.00	1971	COMMONWEALTH - AUSTRALIA	108 5/8	10.18	6.78	7.36	102.50	1979	NP EU	35	115 520	
13.50	1971	COMMONWEALTH - AUSTRALIA	108 5/8	6.43	6.32		.50	1973	LE			
12.50	1971	COMMONWEALTH - AUSTRALIA	108 1/4	10.13	6.84	7.39	102.00	1978	CG EU	93	115 215 510 520	
10.43	1971	COMMONWEALTH - AUSTRALIA	108 1/4	5.89	6.28		.63	1972	LE			
5.00	1967	COMPANIA UNIAO FABRIL	110 3/8	1.41		6.21	100.50	1976	NP EU	230	115 520	
1.00	1967	COMPANIA UNIAO FABRIL	110 3/8	.91			.50	1968	ANLE			
5.00	1964	COMPANIA UNIAO FABRIL	111 3/8	.57		6.38		1976	NP EU	230	115 520	
.63	1964	COMPANIA UNIAO FABRIL	111 3/8	.57			.63	1965	ANLE			
10.00	1966	COPENHAGEN COUNTRY AUTH	121 7/8	.53		5.62	1.25	1976	NP EU	230	115 520	
1.23	1966	COPENHAGEN COUNTRY AUTH	121 7/8	.52				1969	LEBR			
10.00	1968	COPENHAGEN COUNTRY AUTH	120 7/8	3.99	3.88	6.20	100.75	1977	NP EU	230	115 520	
4.90	1968	COPENHAGEN COUNTRY AUTH	120 7/8	2.38	2.50		1.00	1969	ANLE			
15.00	1969	COPENHAGEN COUNTRY AUTH	103 7/8	7.49	6.05	6.61	101.50	1978	NP EU	230	115 520	
10.25	1969	COPENHAGEN COUNTRY AUTH	103 7/8	4.78	5.57		1.00	1970	ANLE			
15.00	1971	COPENHAGEN COUNTRY AUTH	109 3/4	9.71	6.59	7.29	101.50	1980	NP EU	230	115 510 520	
7.00	1971	COPENHAGEN COUNTRY AUTH	109 3/4	6.70	6.70			1970	LEBR			



ISSUED	YEAR OF ISSUE	BORROWER	PRICE	LIFE	YIELD TO MATURITY	CURRENT YIELD	NEXT CALL PRICE	NEXT CALL DATE	SECURITY	DELIVERY	LEAD	MARKET MAKERS
ESTD O/S (MN)	ISSUE PRICE	COUPON-MATURITY		AVG LIFE	YIELD TO AVG LIFE		NEXT S/F AMOUNT (MN)	1ST S/F DATE				
20.00	1975* 99.50	COPENHAGEN COUNTY AUTH 9.25 23/10/1985	100	9.41	9.23	9.25	102.50	1980	NP EU	230 115 510 520		
20.00	1975* 99.50	COPENHAGEN TELEPHONE 9.50 23/5/1985	101 1/4	9.00	9.29	9.38	102.50	1980	NP EU	230 115 510 520		
11.00	1971 99.25	CREDIT NATIONAL 11.00 30/7/1986	110 1/8	10.18	8.60	7.26	102.00	1979	NP EU	93 115 215 510 520		
15.00	1971 100.00	ELECTRICITY SUPPLY-L.R. 8.25 7/2/1986	106 3/4	9.95	7.27	7.73	101.50	1980	CG EU	230 115 510 520		
25.00	1976* 100.00	ENSO-OUTREIT 9.25 10/2/1984	99 3/8	7.71	9.34	9.31	102.50	1977	CG EU	230 115 215 510 520 715		
15.00	1968 99.25	ESCON 7.00 8/5/1978	105 5/8	1.95	4.00	6.74	100.50	1977	CG EU	230 115 520		
20.00	1971 99.75	ESCON 8.25 11/6/1986	96 3/8	10.01	8.30	8.56	101.50	1980	CG EU	230 115 520		
12.00	1970 100.00	ESCON 9.25 26/6/1980	114	4.08	5.23	8.11	101.50	1976	CG EU	103 215 520		
20.00	1966 99.38	EUROPEAN COAL & STEEL 5.75 1/2/1986	99 1/4	9.68	5.84	5.79	101.00	1977	CG EU	230 115 520		
15.00	1975* 99.00	FINLAND - 1ST HYDRO BANK 9.50 7/11/1983	101 3/4	7.45	9.14	9.34	101.50	1979	CG EU	230 115 510 520 715		
15.00	1975 99.75	G.Y.S. 8.75 10/4/1983	101 1/4	6.87	9.43	9.63	104.00	1978	CG EU	117 115 205 215 510 520		
10.00	1964 98.00	GREATER COPENHAGEN 5.625 15/4/1984	98 7/8	7.88	5.80	5.69	100.00	1977	CG EU	230 115 520		
5.00	1962 97.00	IMATRAN VOIMA 6.00 15/7/1978	106 7/8	5.13	2.64	5.61	101.50	1977	CG EU	35 115 520 715		
20.00	1975 99.75	IMATRAN VOIMA 9.75 25/3/1985	101 1/4	8.63	9.52	9.63	101.50	1977	CG EU	230 115 510 520 715		
25.00	1971 99.50	KINGDOM OF DENMARK 8.00 17/6/1986	109 3/4	10.08	6.64	7.29	101.75	1978	NP EU	230 115 510 520		
11.00	1963 99.00	NORGES KONGEMÅLSBANK 5.50 15/1/1983	99 1/2	6.44	5.38	5.33	100.00	1977	CG EU	230 115 520		
15.00	1972 99.00	NORGES KONGEMÅLSBANK 7.75 15/3/1986	105 3/8	9.80	6.97	7.33	102.00	1979	CG EU	230 115 510 520		
20.00	1974 98.00	PROVINCE OF HANZHOA 8.75 22/2/1989	102 3/8	11.74	9.42	9.21	104.00	1978	CG EU	103 115 205 215 510 520		
15.00	1968 97.00	PROVINCE OF HANZHOA 7.00 10/6/1983	102 3/8	13.06	6.72	6.84	102.25	1978	CG EU	230 115 520		
12.00	1970 100.00	PROVINCE OF HANZHOA 9.00 16/3/1982	112 7/8	5.80	6.28	7.97	101.00	1974	NP EU	230 115 520		
30.00	1975* 100.00	PROVINCE OF HANZHOA 9.15 8/12/1985	101 3/8	9.53	9.01	9.12	102.50	1980	CG EU	230 115 510 520		
8.30	1966 96.00	REPUBLIC OF ICELAND 6.50 25/2/1980	106 3/8	3.74	4.05	5.71	101.00	1977	CG EU	230 115 520		
12.00	1966 99.50	REPUBLIC OF ICELAND 6.75 15/10/1983	104 3/8	7.59	5.99	6.47	102.00	1978	CG EU	230 115 520		
12.00	1975 100.00	REPUBLIC OF ICELAND 8.50 24/10/1985	94 3/8	12.11	5.30	5.07	101.00	1979	CG EU	103 115 510 520		
15.00	1975* 100.00	REPUBLIC OF ICELAND 9.25 20/2/1983	101 1/4	6.74	8.97	9.11	101.00	1978	CG EU	103 115 215 510 520		
12.00	1974 99.50	REPUBLIC OF ICELAND 10.00 20/12/1984	105 3/8	18.57	9.35	9.49	102.00	1984	CG EU	103 115 510 520		
25.00	1975* 99.50	REPUBLIC OF IRELAND 9.25 7/7/1982	99 5/8	6.11	9.32	9.28	101.00	1978	CG EU	230 115 510 520		
20.00	1974 99.50	REPUBLIC OF IRELAND 9.75 12/6/1984	101 1/8	8.04	9.34	9.64	101.50	1978	CG EU	230 115 510 520		
20.00	1970 98.00	REPUBLIC OF SOUTH AFRICA 8.75 30/12/1982	100 3/8	6.59	8.45	8.71	101.25	1978	CG EU	230 115 510 520		
12.00	1971 100.00	S.D.R. - FRANCE 8.00 6/7/1986	108 1/8	10.11	6.83	7.44	102.00	1978	CG EU	117 115 205 215 510 520		
25.00	1975* 100.00	S.D.R. - FRANCE 9.25 15/12/1985	100 1/2	9.55	9.13	9.20	102.00	1980	CG EU	117 115 205 215 510 520		
25.00	1975 99.50	S.D.R. - FRANCE 9.50 5/3/1987	101 1/4	10.94	9.21	9.38	102.00	1978	CG EU	92 115 205 215 510 520		
15.00	1971 99.50	S.R.C.F. 7.75 23/3/1986	105 3/8	9.23	6.97	7.33	101.75	1978	CG EU	103 115 215 510 520		

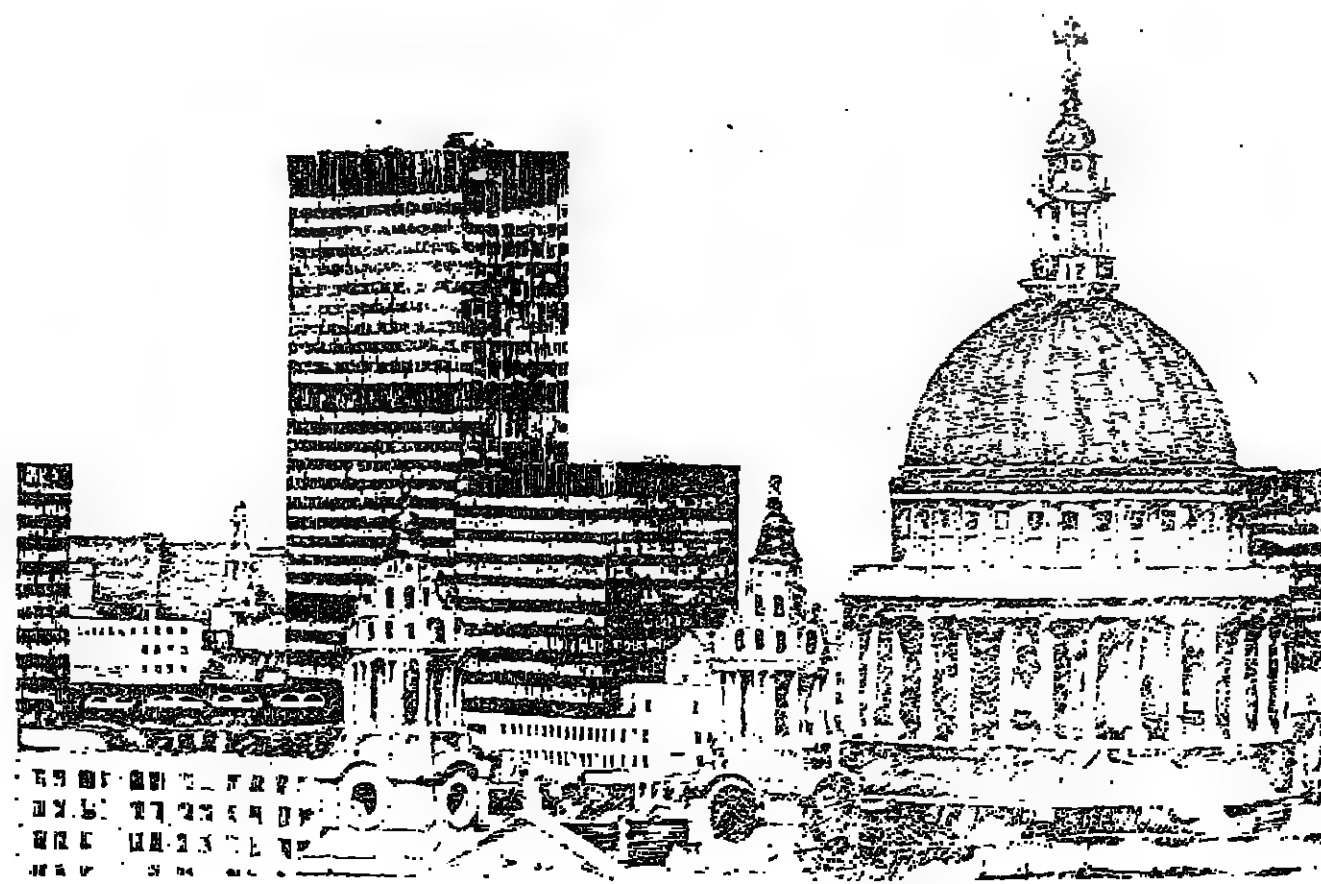
ISSUED	YEAR OF ISSUE	BORROWER	PRICE	LIFE	YIELD TO MATURITY	CURRENT YIELD	NEXT CALL PRICE	NEXT CALL DATE	SECURITY	DELIVERY	LEAD	MARKET MAKERS
ESTD O/S (MN)	ISSUE PRICE	COUPON-MATURITY		AVG LIFE	YIELD TO AVG LIFE		NEXT S/F AMOUNT (MN)	1ST S/F DATE				
5.00	1961 99.00	SACOR 5.75 1/2/1976	99 7/8	1.68	5.78	5.76	100.00	1977	NP EU	230 115 520		
5.00	1962 99.00	SACOR 5.75 23/5/1978	99 7/8	1.99	5.82	5.76	100.00	1977	NP EU	230 115 520		
6.00	1966 97.00	SACOR 6.75 1/10/1976	110 7/8	3.35	5.83	6.18	100.00	1976	NP EU	230 115 520		
14.00	1967 99.00	SACOR 6.75 12/7/1977	110	1.11	5.83	6.23	100.50	1976	NP EU	230 115		
8.00	1969 98.00	SCOTLAND HYDRO/ELECTRIC 8.00 10/12/1984	109 3/4	8.54	6.46	7.29	101.50	1978	CG EU	230 115 510 520		
30.00	1973 100.00	STANDARD OIL OF INDIANA 8.00 15/10/1985	91 3/4	12.39	9.12	8.72	102.00	1979	NP EU	456 115 510 520		
20.00	1975* 99.00	STANDARD OIL OF INDIANA 9.25 29/12/1985	100 3/8	9.59	9.17	9.22	101.50	1979	NP EU	230 115 215 510 520		
12.00	1969 98.00	WATNEY MANHATTAN 7.00 13/6/1984	102 1/8	8.05	6.65	6.85	104.00	1976	CG EU	32 115 520		
100.00	1975* 99.25	STANDARD OIL OF INDIANA 10.00 6/5/1985	97 1/4	8.94	10.48	10.28	101.75	1977	CG EU	431 115 210 215 220 520		
100.00	1972 98.50	B.A.T. INT FIN 7.50 15/11/1987	72	11.47	12.12	10.42	102.25	1978	CG EU	103 115 210 215 220 520		
100.00	1972 100.00	BASF TRANSLANTICA 7.50 3/5/1987	76 5/8	10.93	11.33	9.79	101.50	1979	CG EU	93 115 205 210 215 220 520		
50.00	1972 100.00	BASF TRANSLANTICA 7.50 3/5/1987	76 5/8	11.18	11.03	10.39	102.25	1978	CG EU	103 115 210 215 220 520		
100.00	1972 100.00	BRITISH LLOYD MOTOR 7.50 30/9/1987	59 7/8	11.35	15.06	12.53	102.25	1978	CG EU	105 115 210 215 220 520		
130.00	1975* 100.00	C.W.A. 9.75 1/7/1987	97	11.10	10.37	10.05	103.75	1980	CG EU	352 115 205 210 215 220 520		
150.00	1975* 100.75	CHARENTAIS DE FRANCE 10.00 5/12/1980	100 1/8	4.53	9.81	9.99	101.50	1980	CG EU	96 115 205 210 215 220 520		
80.00	1975 100.00	CHARENTAIS DE FRANCE 10.00 5/12/1980	100 1/4	5.88	10.28	10.22	100.50	1980	CG EU	96 115 205 210 215 220 520		
100.00	1972 98.00	CHARENTAIS DE FRANCE 7.50 30/9/1987	60 1/4	11.35	14.96	12.45	101.50	1978	CG EU	93 115 210 215 220 520		
100.00	1972 100.00	CHARENTAIS DE FRANCE 7.50 30/9/1987	74 1/2	11.10	11.71	10.07	102.25	1978	CG EU	103 115 205 210 215 220 520		
100.00	1972 99.50	CITY OF OSLO 7.25 2/3/1988	76	11.78	10.97	9.54	101.75	1980	CG EU	103 115 205 210 215 220 520		
125.00	1975* 100.00	CRENTE FONCIERE DE FRANCE 10.25 27/3/1982	100 1/4	6.00	10.19	10.22	101.00	1979	CG EU	105 115 205 210 215 220 520		
80.00	1975* 100.00	CRENTE FONCIERE DE FRANCE 10.25 27/3/1982	98 3/4	4.39	10.38	10.38	101.50	1981	CG EU	96 115 205 210 215 220 520		
100.00	1973 98.50	ENSO-OUTREIT 8.00 16/7/1983	76 1/2	12.14	11.71	10.46	101.50	1981	CG EU	96 115 205 210 215 220 520		
30.00	1971 100.00	EUROFINA 8.25 1/8/1978	96 7/8	2.18	9.87	8.52	102.00	1978	CG EU	103 115 205 210 215 220 520		
30.00	1973 100.00	EUROPEAN COAL & STEEL 7.00 3/7/1980	89 3/8	4.10	10.30	7.83	101.00	1978	CG EU	112 115 205 210 215 220 520		
150.00	1972 100.00	EUROPEAN COAL & STEEL 7.25 1/4/1987	76 1/8	10.85	11.14	9.52	101.50	1978	CG EU	112 115 205 210 215 220 520		
150.00	1973 99.50	EUROPEAN COAL & STEEL 7.50 2/7/1987	74 1/2	13.10	11.04	10.07	101.50	1978	CG EU	112 115 205 210 215 220 520		
125.00	1975* 100.00	EUROPEAN COAL & STEEL 10.00 15/6/1982	98 3/4	6.05	10.28	10.13	101.00	1979	CG EU	93 115 205 210 215 220 520		
125.00	1975* 99.75	EUROPEAN INVESTMENT BANK 7.25 1/4/1987	76	11.18	11.05	9.54	101.75	1978	CG EU	103 115 205 210 215 220 520		
100.00	1973 99.25	EUROPEAN INVESTMENT BANK 7.25 15/3/1988	72 1/8	11.97	11.10	9.65	101.75	1977	CG EU	103 205 210 215 220 520		
100.00	1971 100.00	EUROPEAN INVESTMENT BANK 7.75 10/12/1981	82 7/8	5.54	10.30	8.62	102.00	1976	CG EU	103 115 205 210 215 220 520		
100.00	1968 97.00	FRANCAISE DES PETROLES 7.00 1/3/1980	94 7/8	3.76	8.84	7.38	101.00	1977	CG EU	105 115 205 210 215 220 520		
100.00	1972 99.50	GOVE OF NEW ZEALAND 7.25 1/6/1987	75 1/4	11.01	11.28	9.63	101.50	1979	CG EU	93 115 205 210 215 220 520		

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ISSUED	YEAR OF ISSUE	BORROWER	PRICE	LIFE	YIELD TO MAT- URITY	CUR- RENT YIELD	NEXT CALL PRICE	NEXT CALL DATE	NEXT QUAN- TUM	DELIV- ERY	LEAD MANAGER	MARKET MAKERS
ESTD C/S (MM)	ISSUE PRICE	COUPON-MATURITY		AVG LIFE	YIELD TO AVG LIFE		NEXT S/F AMOUNT (MM)	1ST S/F DATE	LISTING	SECURITY		
100.00	100.00	EUROPEAN INVESTMENT BANK	102 3/4	5.47	9.30	9.73	101.00.00	1979	FX EU	120 115 505 510 520		
100.00	100.00	19.00 10/10/1981		5.48	9.18							
100.00	100.00	FINLAND - INDUSTRIAL BANK	78 1/2	11.99	10.23	8.94	101.00.00	1980	FX EU	120 115 510 520 715		
100.00	100.00	7.00 10/10/1981		8.89	11.00							
100.00	100.00	GRAND METROPOLITAN HOTEL	57 5/8	11.27	11.82	11.71	102.00.00	1979	FX EU	120 115 510 520		
100.00	100.00	8.75 10/10/1981		8.77	10.07		101.00.00	1978	FX			
100.00	100.00	INTERNATIONAL FINANCE	50 3/8	6.79	8.33	8.47						
100.00	100.00	8.00 10/10/1981										
100.00	100.00	INTERNATIONAL FINANCE	50 1/8	8.88	8.80	8.90	101.00.00	1981	FX EU	120 115 510 520		
100.00	100.00	8.00 10/10/1981		8.88	8.77		80.00	1981	FX			
100.00	100.00	1ST STANDARD TRUST CO	47	11.27	11.97	9.70	102.00.00	1979	FX EU	120 115 510 520 735		
100.00	100.00	8.00 10/10/1981		8.77	11.45		80.00	1978	FX			
100.00	100.00	FINLAND OF FINLAND	78 1/2	11.22	10.23	8.82	102.00.00	1979	FX EU	120 115 510 520		
100.00	100.00	8.75 10/10/1981		8.72	11.04		80.00	1978	FX			
100.00	100.00	PHILIPS INT FIN	58 3/8	8.97	8.98	8.87	102.00.00	1980	FX EU	120 115 510 520		
100.00	100.00	8.12 10/10/1981					101.00.00	1981	FX			
100.00	100.00	REED INTERNATIONAL	58	11.29	11.50	11.64	102.00.00	1979	FX EU	120 115 510 520		
100.00	100.00	8.75 10/10/1981		8.79	11.84		80.00	1978	FX			
100.00	100.00	RODANDE FINANCE	47 7/8	8.12	9.08	8.94						
100.00	100.00	8.75 10/10/1981										
100.00	100.00	SLATER WALKER INT FIN	58 1/2	11.38	11.00	11.39	102.00.00	1978	FX EU	120 115 510 520		
100.00	100.00	7.12 10/10/1981		9.99	10.29		80.00	1978	FX			
100.00	100.00	STERLING BN										
100.00	100.00	CITY OF DUBLIN	82 3/4	8.30	8.75	8.01						
100.00	100.00	8.00 10/10/1981		8.40	11.88							
100.00	100.00	ELSO-GREENT	97 1/8	3.68	7.53	6.80	101.00.00	1977	FX EU	120 115 510 520 985		
100.00	100.00	8.00 10/10/1981		3.18	8.10							
100.00	100.00	THE GLEN LTD	97 1/8	10.18	8.42	8.21	101.00.00	1978	FX EU	120 115 510 520 985		
100.00	100.00	8.00 10/10/1981		1.68	8.88		1.50	1977	FX			
100.00	100.00	NEWCASTLE	42	11.22	11.75	11.07	102.00.00	1978	FX EU	120 115 510 520 995		
100.00	100.00	8.75 10/10/1981		8.88	10.88							
100.00	100.00	NOBEL INT FIN	48 7/8	11.01	8.15	8.90	102.00.00	1979	FX EU	120 115 510 520 995		
100.00	100.00	5.75 10/10/1981		3.03	8.44		1.00	1971	FX			
100.00	100.00	NEW LEASONS	9	11.00	7.87	6.93	102.00.00	1977	FX EU	120 115 510 520 995		
100.00	100.00	8.00 10/10/1981		3.32	7.31							
100.00	100.00	NEW LEASONS	9	11.00	7.87	6.93	102.00.00	1977	FX EU	120 115 510 520 995		
100.00	100.00	8.00 10/10/1981		3.32	7.31							
100.00	100.00	NEW LEASONS	9	11.00	7.87	6.93	102.00.00	1977	FX EU	120 115 510 520 995		
100.00	100.00	8.00 10/10/1981		3.32	7.31							
100.00	100.00	NEW LEASONS	9	11.00	7.87	6.93	102.00.00	1977	FX EU	120 115 510 520 995		
100.00	100.00	8.00 10/10/1981		3.32	7.31							
100.00	100.00	NEW LEASONS	9	11.00	7.87	6.93	102.00.00	1977	FX EU	120 115 510 520 995		
100.00	100.00	8.00 10/10/1981		3.32	7.31							
100.00	100.00	NEW LEASONS	9	11.00	7.87	6.93	102.00.00	1977	FX EU	120 115 510 520 995		
100.00	100.00	8.00 10/10/1981		3.32	7.31							
100.00	100.00	NEW LEASONS	9	11.00	7.87	6.93	102.00.00	1977	FX EU	120 115 510 520 995		
100.00	100.00	8.00 10/10/1981		3.32	7.31							
100.00	100.00	NEW LEASONS	9	11.00	7.87	6.93	102.00.00	1977	FX EU	120 115 510 520 995		
100.00	100.00	8.00 10/10/1981		3.32	7.31							
100.00	100.00	NEW LEASONS	9	11.00	7.87	6.93	102.00.00	1977	FX EU	120 115 510 520 995		
100.00	100.00	8.00 10/10/1981		3.32	7.31							
100.00	100.00	NEW LEASONS	9	11.00	7.87	6.93	102.00.00	1977	FX EU	120 115 510 520 995		
100.00	100.00	8.00 10/10/1981		3.32	7.31							
100.00	100.00	NEW LEASONS	9	11.00	7.87	6.93	102.00.00	1977	FX EU	120 115 510 520 995		
100.00	100.00	8.00 10/10/1981		3.32	7.31							
100.00	100.00	NEW LEASONS	9	11.00	7.87	6.93	102.00.00	1977	FX EU	120 115 510 520 995		
100.00	100.00	8.00 10/10/1981		3.32	7.31							
100.00	100.00	NEW LEASONS	9	11.00	7.87	6.93	102.00.00	1977	FX EU	120 115 510 520 995		
100.00	100.00	8.00 10/10/1981		3.32	7.31							
100.00	100.00	NEW LEASONS	9	11.00	7.87	6.93	102.00.00	1977	FX EU	120 115 510 520 995		
100.00	100.00	8.00 10/10/1981		3.32	7.31							
100.00	100.00	NEW LEASONS	9	11.00	7.87	6.93	102.00.00	1977	FX EU	120 115 510 520 995		
100.00	100.00	8.00 10/10/1981		3.32	7.31							
100.00	100.00	NEW LEASONS	9	11.00	7.87	6.93	102.00.00	1977	FX EU	120 115 510 520 995		
100.00	100.00	8.00 10/10/1981		3.32	7.31							
100.00	100.00	NEW LEASONS	9	11.00	7.87	6.93	102.00.00	1977	FX EU	120 115 510 520 995		
100.00	100.00	8.00 10/10/1981		3.32	7.31							
100.00	100.00	NEW LEASONS	9	11.00	7.87	6.93	102.00.00	1977	FX EU	120 115 510 520 995		
100.00	100.00	8.00 10/10/1981		3.32	7.31							
100.00	100.00	NEW LEASONS	9	11.00	7.87	6.93	102.00.00	1977	FX EU	120 115 510 520 995		
100.00	100.00	8.00 10/10/1981		3.32	7.31							
100.00	100.00	NEW LEASONS	9	11.00	7.87	6.93	102.00.00	1977	FX EU	120 115 510 520 995		
100.00	100.00	8.00 10/10/1981		3.32	7.31							
100.00	100.00	NEW LEASONS	9	11.00	7.87	6.93	102.00.00	1977	FX EU	120 115 510 520 995		
100.00	100.00	8.00 10/10/1981		3.32	7.31							
100.00	100.00	NEW LEASONS	9	11.00	7.87	6.93	102.00.00	1977	FX EU	120 115 510 520 995		
100.00	100.00	8.00 10/10/1981		3.32	7.31							
100.00	100.00	NEW LEASONS	9	11.00	7.87	6.93	102.00.00	1977	FX EU	120 115 510 520 995		
100.00	100.00	8.00 10/10/1981		3.32	7.31							
100.00	100.00	NEW LEASONS	9	11.00	7.87	6.93	102.00.00	1977	FX EU	120 115 510 520 995		
100.00	100.00	8.00 10/10/1981		3.32	7.31							
100.00	100.00	NEW LEASONS	9	11.00	7.87	6.93	102.00.00	1977	FX EU	120 115 510 520 995		
100.00	100.00	8.00 10/10/1981		3.32	7.31							
100.00	100.00	NEW LEASONS	9	11.00	7.87	6.93	102.00.00	1977	FX EU	120 115 510 520 995		
100.00	100.00	8.00 10/10/1981		3.32	7.31							
100.00	100.00	NEW LEASONS	9	11.00	7.87	6.93	102.00.00	1977	FX EU	120 115 510 520 995		
100.00	100.00	8.00 10/10/1981		3.32	7.31							
100.00	100.00	NEW LEASONS	9	11.00	7.87	6.93	102.00.00	1977	FX EU	120 115 510 520 995		
100.00	100.00	8.00 10/10/1981		3.32	7.31							
100.00	100.00	NEW LEASONS	9	11.00	7.87	6.93	102.00.00	1977	FX EU	120 115 510 520 995		
100.00	100.00	8.00 10/10/1981		3.32	7.31							
100.00	100.00	NEW LEASONS	9	11.00	7.87	6.93	102.00.00	1977	FX EU	120 115 510 520 995		
100.00	100.00	8.00 10/10/1981		3.32	7.31							
100.00	100.00	NEW LEASONS	9	11.00	7.87	6.93	102.00.00	1977	FX EU	120 115 510 520 995		
100.00	100.00	8.00 10/10/1981		3.32	7.31							
100.00	100.00	NEW LEASONS	9	11.00	7.87	6.93	102.00.00	1977	FX EU	120 115 510 520 995		
100.00	100.00	8.00 10/10/1981		3.32	7.31							
100.00	100.00	NEW LEASONS	9	11.00	7.87	6.93	102.00.00	1977	FX EU	120 115 510 520 995		
100.00	100.00	8.00 10/10/1981		3.32	7.31							
100.00	100.00	NEW LEASONS	9	11.00	7.87	6.93	102.00.00	1977	FX EU	120 115 510 520 995		
100.00	100.00	8.00 10/10/1981		3.32	7.31							
100.00	100.00	NEW LEASONS	9	11.00	7.87	6.93	102.00.00	1977	FX EU	120 115 510 520 995		
100.00	100.00	8.00 10/10/1981		3.32	7.31							
100.00	100.00	NEW LEASONS	9	11.00	7.87	6.93	102.00.00	1977	FX EU	120 115 510 520 995		
100.00	100.00	8.00 10/10/1981		3.32	7.31							
100.00	100.00	NEW LEASONS	9	11.00	7.87	6.93	102.00.00	1977	FX EU	120 115 510 520 995		
100.00	100.00	8.00 10/10/1981</										

Owned by 118 financial institutions located in  
20 countries



ISSUED	YEAR OF ISSUE	BORROWER	BOND PRICE	CUR-RENT BOND YIELD	YIELD TO MAT-URITY	CONVERSION PRICE	EST'D O/S (MN)	ISSUE PRICE	COUPON-MATURITY	SHARE PRICE	CUR-RENT SHARE YIELD	R.E.R.	DATE OF CONVERSION START	PREMIUM/DISCOUNT %	SECURITY	DELIVERY	LEAD	MARKET MAKERS
EST'D O/S (MN)	ISSUE PRICE	COUPON-MATURITY	SHARE PRICE	CUR-RENT SHARE YIELD	R.E.R.	DATE OF CONVERSION START												
CONVERTIBLES-FRANCE																		
100.00	1972	GERVAIS DANKING	64	7.23	9.49	FF1500	66.40	92	205 210 215 520 960									
100.00	1972	5.00 15/ 6/1987	62	7.23	9.49	FF1500	66.40	92	205 210 215 520 960									
50.00	1969	MICHELIN INT DEV	115 3/8	5.20	3.86	FF1338	5.44	92	205 210 215 520 960									
100.00	1970	6.00 5/ 1/1985	1245	1.49		FF1338	5.44	92	205 210 215 520 960									
50.00	1970	SUEZ ET L'UNION PARTE	91 1/2	7.41	7.86	FF 394	21.78	92	205 210 215 520 960									
100.00	1970	7.00 15/ 5/1985	260	5.77		FF 394	21.78	92	205 210 215 520 960									
CONVERTIBLES-HONG KONG																		
50.00	1973	ASIA NAVIGATION INT	69	8.42	11.16	HS 9.7	46.62	92	935 940 960 975									
100.00	1973	6.50 1/ 3/1989	4.4	8.42		HS 9.7	46.62	92	935 940 960 975									
CONVERTIBLES-JAPAN																		
50.00	1975*	ASARI CHEMICAL	107	5.93	5.61	YEN 130	-1.43	92	315 520 870 913 920									
100.00	1975*	6.25 30/ 9/1990	161	5.93	5.61	YEN 130	-1.43	92	315 520 870 913 920									
75.00	1974	CANON	139 3/4	5.62	3.89	YEN 280	-1.93	92	315 520 870 913 920									
100.00	1974	7.75 30/ 6/1989	430	5.62	3.89	YEN 280	-1.93	92	315 520 870 913 920									
15.00	1971	DAI NIPPON PRINTING	273	2.48		YEN 209.7	-1.54	92	315 520 870 913 920									
100.00	1971	6.75 31/ 5/1986	479	1.88		YEN 209.7	-1.54	92	315 520 870 913 920									
15.00	1976*	DAIWA HOUSE INDUSTRY	100 3/8	7.40	13.58	YEN 598.2	-2.18	92	315 520 870 913 920									
100.00	1976*	7.25 31/ 3/1991	811	1.66		YEN 598.2	-2.18	92	315 520 870 913 920									
10.00	1972	EDYAT	83 3/4	9.16	9.95	YEN 472.7	75.57	92	315 520 870 913 920									
100.00	1972	7.50 30/ 6/1989	243	9.16	9.95	YEN 472.7	75.57	92	315 520 870 913 920									
15.00	1970	FUJII PHOTO FILM	143 1/2	4.74	2.72	YEN 402.3	-7.61	92	315 520 870 913 920									
100.00	1970	6.75 20/10/1985	520	1.44		YEN 402.3	-7.61	92	315 520 870 913 920									
10.00	1964	HYTACHI	288	2.18		YEN 79.8	-2.91	92	315 520 870 913 920									
100.00	1964	6.25 31/ 7/1979	197	2.18		YEN 79.8	-2.91	92	315 520 870 913 920									
10.00	1969	HYTACHI	120	5.28	3.50	YEN 192.1	-3.12	92	315 520 870 913 920									
100.00	1969	6.25 30/ 9/1984	197	5.28	3.50	YEN 192.1	-3.12	92	315 520 870 913 920									
10.00	1969	KOMATSU MANUFACTURING	191	3.30		YEN 248.4	-1.78	92	315 520 870 913 920									
100.00	1969	6.25 30/ 6/1984	402	3.30		YEN 248.4	-1.78	92	315 520 870 913 920									
50.00	1975*	KOMATSU LTD	105 1/2	6.99	6.73	YEN 402	7.17	92	315 520 870 913 920									
100.00	1975*	7.25 30/ 6/1990	402	6.99	6.73	YEN 402	7.17	92	315 520 870 913 920									
75.00	1976*	KORONA	399 3/8	6.91	6.93	YEN 324.4	-1.92	92	315 520 870 913 920									
100.00	1976*	6.75 15/ 4/1991	327	6.91	6.93	YEN 324.4	-1.92	92	315 520 870 913 920									
10.00	1976*	MARUI CO LTD	100	8.50	6.49	YEN 1037	11.13	92	315 520 870 913 920									
100.00	1976*	6.50 31/ 1/1991	935	1.07		YEN 1037	11.13	92	315 520 870 913 920									
100.00	1975*	MITSUBISHI ELECTRIC IND	141 1/2	6.20	5.75	YEN 602	3.91	92	315 520 870 913 920									
100.00	1975*	6.75 30/11/1990	633	1.58		YEN 602	3.91	92	315 520 870 913 920									
15.00	1970	MITSUBISHI ELECTRIC	141 1/2	5.00	1.88	YEN 98	-3.32	92	315 520 870 913 920									
100.00	1970	7.00 31/ 3/1985	132	5.00	1.88	YEN 98	-3.32	92	315 520 870 913 920									
10.00	1975*	MITSUBISHI ELECTRIC	105 1/8	7.24	7.06	YEN 118	-1.98	92	315 520 870 913 920									
100.00	1975*	7.50 31/ 3/1991	132	7.24	7.06	YEN 118	-1.98	92	315 520 870 913 920									
50.00	1976*	MITSUBISHI HEAVY IND	102	6.47	6.23	YEN 134	3.37	92	315 520 870 913 920									
100.00	1976*	6.50 31/ 3/1991	149	6.47	6.23	YEN 134	3.37	92	315 520 870 913 920									
10.00	1975	MITSUBISHI	101 3/4	7.51	7.43	YEN 427.6	4.32	92	315 520 870 913 920									
100.00	1975	7.50 30/ 9/1990	425	7.51	7.43	YEN 427.6	4.32	92	315 520 870 913 920									
10.00	1976*	MITSUBISHI CORPORATION	95 1/2	7.19	7.38	YEN 491	9.82	92	315 520 870 913 920									
100.00	1976*	6.75 31/ 3/1991	425	7.19	7.38	YEN 491	9.82	92	315 520 870 913 920									
15.00	1970	MITSUBISHI SHOOT KATSUMA	435 3/8	1.65		YEN 115	2.55	92	315 520 870 913 920									
100.00	1970	7.50 31/10/1985	425	1.65		YEN 115	2.55	92	315 520 870 913 920									
50.00	1975*	MITSUBI CO	101 3/8	7.19	7.22	YEN 498	9.17	92	315 520 870 913 920									
100.00	1975*	7.25 30/ 9/1990	418	7.19	7.22	YEN 498	9.17	92	315 520 870 913 920									
10.00	1974	MITSUBI CO	120	6.45	5.18	YEN 398	-3.36	92	315 520 870 913 920									
100.00	1974	6.25 31/ 9/1989	418	6.45	5.18	YEN 398	-3.36	92	315 520 870 913 920									
10.00	1974	RIOHFF ELECTRONIC	298 1/4	2.10		YEN 979	-2.67	92	315 520 870 913 920									
100.00	1974	6.25 30/ 9/1989	3210	2.10		YEN 979	-2.67	92	315 520 870 913 920									
10.00	1975*	SANTO ELECTRIC	121 3/4	6.26		YEN 199	6.53	92	315 520 870 913 920									
100.00	1975*	7.50 30/11/1990	215	6.26		YEN 199	6.53	92	315 520 870 913 920									
15.00	1963	TAKEDA CHEMICAL IND	171 5/8	3.53		YEN 152.4	-1.95	92	315 520 870 913 920									
100.00	1963	6.00 31/ 3/1984	232	3.53		YEN 152.4	-1.95	92	315 520 870 913 920									
15.00	1970	TOSHIBA ELECTRIC	145 1/2	4.52	1.09	YEN 112	-3.13	92	315 520 870 913 920									
100.00	1970	6.50 31/ 3/1985	140	4.52	1.09	YEN 112	-3.13	92	315 520 870 913 920									
10.00	1975*	YOSHIDA	140 5/8	6.11	5.94	YEN 174	-9.98	92	315 520 870 913 920									
100.00	1975*	6.75 30/ 9/1990	140	6.11	5.94	YEN 174	-9.98	92	315 520 870 913 920									

ISSUED	YEAR OF ISSUE	BORROWER	BOND PRICE	CUR- RENT BOND YIELD	YIELD TO MAT- URITY	CONVERSION PRICE	EST'D O/S (MN)	PREMIUM/ DISCOUNT %	SECURITY GUARANTEE	DELIVERY	LEAD MANAGER	MARKET MAKERS
EST'D O/S (MN)	ISSUE PRICE	COUPON-MATURITY	SHARE PRICE	CUR- RENT SHARE YIELD	R.E.R.	DATE OF CONVERSION START			LISTING			
CONVERTIBLES-NETHERLANDS												
50.00	1969	AKZO	75 3/4	6.27	7.84	FL 127.1	73.42	92	PC EU	337	520 602 606 607.6	
50.00	100.00	4.75 1/ 9/1989	42.3			1/ 9/1989			AN		935 940 960 975	
25.00	1969	AKZO BANK	166 1/4	3.31	1.18	FL 54 1/4	-1.12	92	PS EU	447	520 602 606 607.6	
25.00	100.00	5.50 1/ 1/1989	69 1/2	6.04		1/ 1/1989			AN		935 940 960	
15.00	1969	GIST-BROCADES	93 7/8	6.13	6.47	FL 100.2	19.05	92	NP EU	345	520 602 606 607.6	
15.00	100.00	5.75 1/ 1/1989	60.2	6.13		1/ 1/1970			AM		935 940 960	
40.00	1968	HOOGMOEDS	84 1/4	6.23	7.23	FL 104	21.38	92	NP EU	237	520 602 606 607.6	
40.00	100.00	5.25 1/ 8/1988	55	9.45		1/ 1/1969			AMBR		935 940 960 975	
20.00	1968	K.L.N.	84 3/4	6.43	7.45	FL 235	36.44	92	PS EU	237	520 602 606 607.6	
10.00	100.00	5.75 1/ 7/1988	109			1/ 1/1969			AMBR		935 940 960 975	
10.00	1969	NEDER NIDENSTADTBANK	189 3/8	3.43		FL 93.35	-2.59	92	SE EU	43	520 602 606 607.6	
3.00	100.00	6.50 31/12/1983	138.7	5.41		1/ 1/1971			AM		940 960	
100.00	1968	PHILIPS LAMPS	95	5.00	5.33	FL 42 1/2	1.53	92	SC EU	346	520 602 606 607.6	
93.00	100.00	4.75 30/ 6/1983	30.3	4.52		1/ 1/1969			AM		935 940 960 975	
10.00	1969	VAN DER CRINTEN	187	6.07	5.44	FL 218 1/2	-2.76	92	SE EU	238	520 602 606 607.6	
16.00	100.00	6.50 1/12/1984	183.2	3.06		1/12/1969			AM		935 960	
CONVERTIBLES-SINGAPORE												
20.00	1973	UNITED OVERSEAS BANK	76 1/4	8.32	9.88	S\$ 7.65	53.17	92	NP EU	183	935 960 975	
20.00	100.00	6.50 15/11/1988	4.06	3.08		1/ 5/1974			SIRL			
CONVERTIBLES-S.AFRICA												
20.00	1971	RAND SELECTION CORP	67	9.70	12.53	R\$ 11 3/4	47.33	92	NP EU	346	935 940 960 975	
29.00	100.00	6.50 1/ 3/1986	8.6	8.14	6.70	1/ 9/1971			LN			
CONVERTIBLES-SWITZERLAND												
60.00	1969	ALCANTARA INT	74 7/8	6.34	8.38	S\$ 854	29.70	92	PC EU	16	800 805 835 875	
60.00	100.00	4.75 1/ 3/1967	493	2.67		1/ 9/1969			LEER			
108.00	1976*	UNION BANK BRITISH (LUX)	105 7/8	4.72	3.68	1	12.20	92	NP EU	286	800 805 835 840.8	
108.00	100.00	5.00 15/ 5/1981	3140	3.18		1/ 6/1976			LE		975	
CONVERTIBLES-U.S.												
70.00	1968	BUNNAN OIL	74 1/4	7.56	9.19	P 454.4	-1.34	92	UL EU	327	215 800 935 940.8	
70.00	100.00	5.50 1/10/1988	442	4.45	7.30	1/ 4/1970			LNANHY		960 975	
75.00	1972	BURTON B.V.	44 5/8	11.59	15.53	P 258	94	92	PC EU	94	210 215 960	
75.00	100.00	5.75 1/10/1992	42	16.07	93.30	2/ 2/1973			LN			
75.00	1973	RANK ORGANISATION	42 1/4	10.06	12.74	P 600	123.90	92	NP EU	346	80N 935 940 960.9	
75.00	100.00	4.25 15/ 2/1993	130	6.65	15.60	16/ 2/1974			LN		975	
30.00	1973	SINC DANCE INT FIN	79	7.28	8.67	P 155	57.50	92	PS EU	346	935 940 960 975	
30.00	100.00	5.75 1/ 2/1988	103	2.04	16.00	1/ 2/1974			LN			
20.00	1972	SLATER WALKER INT FIN	49	16.94	15.33	P 333	361	92	PC EU	361	800 935 940 960.9	
6.00	100.00	5.25 15/ 3/1987	17			1/ 1/1973			LN			
CONVERTIBLES-U.S.												
15.00	1968	ADDRESSOGRAPH-MULT INT	62 3/8	7.62	10.39	S\$ 80	92	92	PC NY	465	800 935 940 960.9	
15.00	100.00	4.75 1/ 5/1988	9	13.50		1/12/1968			NYLX			
12.00	1972	ALASCA INTERSTATE INT	66 7/8	8.97	11.37	S\$ 44 1/2	133.41	92	PS EU	449	800 935 940 960.9	
12.00	100.00	6.00 1/ 8/1987	12 3/4	4.71	5.60	1/ 5/1973			LE			
10.00	1968	ANMAC INT	88	6.35	7.78	SL 31 1/4	46.65	92	PC EU	315	800 935 940 960.9	
10.00	100.00	5.50 15/11/1983	26 1/2	4.32	7.70	15/11/1969			EWLX			
30.00	1968	AMERICAN CAN INT	75 5/8	6.38	8.10	SL 58 1/2	32.06	92	PC NY	456	800 935 940 960.9	
30.00	100.00	4.75 15/ 5/1988	33 1/2	6.57	7.80	1/ 5/1969			LNXY			
40.00	1972	AMERICAN EXPRESS O/R	80 7/8	5.26	6.78	S\$ 60	45.72	92	PC EU	456	520 870 935 940.9	
40.00	100.00	4.25 15/ 9/1987	34	2.35		15/ 9/1973			LE		975	
25.00	1972	AMERICAN MEDICAL INT	59	9.92	11.10	S\$ 47	359	92	PS EU	359	800 935 940 960.9	
25.00	100.00	5.50 15/ 4/1992	7 3/4	1.53	7.20	15/10/1972			LN			
10.00	1969	AMERICAN MEDICAL INT	71	10.10	11.51	S\$ 37	339	92	PS EU	339	800 935 940 960.9	
10.00	100.00	7.00 1/ 1/1990	7 3/4	1.55	7.20	15/ 7/1970			LE			
25.00	1972	AMERICAN MOTORS O/R	84 1/4	7.12	7.76	S\$ 7 1/2	20.36	92	PC EU	234	800 870 935 940.9	
18.00	100.00	6.00 1/ 4/1992	5 1/4	4.60		1/10/1972			LE		975	
17.00	1968	AMERICAN TOBACCO INT	104	5.01	4.45	S\$ 36	-3.39	92	PC NY	456	520 800 935 940.9	
50.00	100.00	5.25 1/ 8/1988	39 1/2	7.09	7.20	15/ 5/1969			LNXY		975	
30.00	1972	AMF	70 1/4	7.12	9.27	SL 52 1/4	90.76	92	NU EU	445	800 935 940 960.9	
30.00	100.00	5.00 15/ 4/1987	18 2/3	4.91	10.70	1/ 4/1973			LN			







ISSUED	YEAR OF ISSUE	BORROWER	BOND PRICE	CUR-RENT BOND YIELD	YIELD TO MAT-URITY	CONVERSION PRICE	PREMIUM/DISCOUNT	SECURITY	DELIVERY	LEAD	MARKET MAKERS
ESTD O/S (MM)	ISSUE PRICE	COUPON-MATURITY	SHARE PRICE	CUR-RENT SHARE YIELD	R.E.R.	DATE OF CONVERSION START		LISTING			
20.00	1969	L.T.T. SHERATON FIN	79 3/8	8.19	9.27	\$U 55	69.54	PS EU	441	520 800 870 935 940	
20.00	1969	6.50 15/ 7/1989	25 3/4	8.21	7.80	1/ 2/1970		LX		960 975	
20.00	1968	GONATHAN LOGAN O/S	71	6.80	11.03	\$U 51.79	137.20	PS WZ	418	800 935 940 960 975	
20.00	1968	4.75 1/ 6/1983	15 1/8	3.31	6.80	15/12/1983		LX			
20.00	1968	KAISER ALUM S. CUSH FIN	80	6.35	7.76	\$U 59 1/4	13.28	PS NY	411	800 935 940 960 975	
20.00	1968	5.00 1/ 2/1988	34	3.53	9.20	1/ 2/1988		LX			
20.00	1968	KING REPRODUCERS CAP	18	34.50	37.84	\$U 26		PS NY	229	300	
20.00	1968	8.75 1/12/1983				15/12/1983		LX			
20.00	1970	FENNY INT FIN	87 1/2	7.86	8.45	\$U 32 1/2	45.53	PS EU	378	800 935 940 960 975	
20.00	1970	6.75 1/ 4/1990	19 1/2	3.08	30.00	4/ 1/1971		LX			
20.00	1968	LEASCO WORLD TRAD	14 1/2	10.31	14.13	\$U 40.8	77.87	PS NY	361	800 935 940 960 975	
20.00	1968	5.00 15/ 6/1988	11 1/8			15/ 6/1988		LX			
20.00	1969	LEASCO INT	47 5/8	10.50	14.08	\$U 62	165.43	PS EU	361	800 935 940 960 975	
20.00	1969	5.00 15/ 7/1989	11 1/8			15/ 7/1989		LX			
20.00	1969	LEVIN-TOWNSEND INT FIN	8 1/2	67.47	68.13	\$U 40.32		PS NY	327	800 940 960 975	
20.00	1969	5.00 1/ 8/1989				1/ 8/1989		LX			
20.00	1969	LTV INTERNATIONAL	52	9.62	13.12	\$U 49 1/4	171.15	PS NY	447	800 935 940 960 975	
20.00	1969	5.00 1/ 8/1989	13 2/8			1/ 8/1989		LX			
20.00	1969	MARINE HIGHLAND O/S	80	7.75	9.43	\$U 40	169.27	PS NY	411	520 800 935 940 960	
20.00	1969	5.00 15/ 2/1988	10 1/4	7.80	20.50	15/ 2/1988		LX			
20.00	1973	MARRIOTT	75 1/2	6.73	8.42	\$U 30 3/4	54.79	PS EU	447	800 935 940 960 975	
20.00	1973	5.00 15/10/1988	14 3/4			15/ 5/1977		LX			
20.00	1973	MASCO	95 2/8	4.73	4.83	\$U 32 1/4	7.64	PS EU	485	800 935 940 960 975	
20.00	1973	4.50 1/ 1/1976	28 1/2	7.0	19.00	1/ 1/1976		LX			
20.00	1973	MARRIOTT HITE PLANT	75 3/8	8.29	11.14	\$U 32 1/4	110.53	PS EU	361	800 935 940 960 975	
20.00	1973	4.75 15/ 2/1988	11 1/8	10.07	9.40	15/ 3/1973		LX			
20.00	1973	J.PAY MARRIOTT	139 5/8	3.40	1.01	\$U 33 1/2	-1.55	PS EU	485	515 870 935 940 960	
20.00	1973	4.75 15/10/1987	47 1/2	2.11	5.40	1/ 5/1973		LX			
20.00	1969	MS CAP	40 3/4	14.09	17.76	\$U 82		PS EU	361	800 935 940 960 975	
20.00	1969	5.00 1/ 5/1989	5 7/8			1/ 4/1970		LX			
20.00	1968	HILTS INT	72 1/2	6.66	7.81	\$U 62	86.32	PS NY	361	800 935 940 960 975	
20.00	1968	4.75 15/ 6/1983	24 1/8	5.31	8.30	1/ 1/1969		LX			
20.00	1972	HOBART INT	73 1/2	6.80	8.85	\$U 45 1/2	32.21	PS EU	456	800 935 940 960 975	
20.00	1972	5.00 13/ 6/1987	19 1/2	4.64	8.60	1/ 5/1973		LX			
20.00	1963	HONDA INT FIN	104 1/8	4.29	3.75	\$U 85	1.51	PS EU	399	515 800 935 940 960	
20.00	1963	4.50 15/10/ 943	92	3.04	9.00	1/ 5/1966		LX			
20.00	1973	J.P. MORGAN O/S CAP	110 3/4	3.84	3.00	\$U 54 1/2	-2.23	PS EU	436	870 935 940 960 975	
20.00	1973	4.75 15/ 2/1987	56	3.16	13.00	15/ 6/1973		LX			
20.00	1968	MOTOPRIA INT	128	3.52	4.34	\$U 39.983	-4.61	PS NY	418	800 935 940 960 975	
20.00	1968	4.50 1/ 7/1983	53 1/4	1.51	29.70	1/ 2/1969		LX			
20.00	1968	MARRIOTT INT	91 3/4	5.72	6.26	\$U 30 1/2	16.30	PS NY	445	510 800 870 935 940	
20.00	1968	5.25 1/ 3/1983	39 7/8	6.02	9.90	15/ 9/1966		LX			
20.00	1967	NATIONAL CAN O/S	72 1/4	7.58	9.38	\$U 10 1/4	13.00	PS EU	378	800 935 960 975	
20.00	1967	5.375 1/12/1987	12	4.73	4.90	1/ 6/1969		LX			
20.00	1968	SCOTT O/S	75 5/8	6.17	9.26	\$U 13	110.95	PS NY	418	800 935 960	
20.00	1968	4.75 15/12/1983	10 3/8	5.29		15/12/1983		LX			
20.00	1972	ONPRA-ILLINOIS	107 3/8	4.35	4.11	\$U 51 1/4	-4.51	PS EU	218	520 870 935 940 960	
20.00	1972	4.50 1/ 7/1987	58 3/4	3.20	8.40	1/ 7/1973		LX			
20.00	1967	ONPRA-ILLINOIS O/S	100	5.06	5.01	\$U 82 3/4	8.81	PS NY	415	800	
20.00	1967	5.00 15/ 1/1977	58 3/4	3.20	8.40	15/ 7/1967		LX			
20.00	1968	PAN AMERICAN O/S	50 1/8	8.88	11.67	\$U 20.82	154.47	PS NY	447	800 935 940 960 975	
20.00	1968	5.25 1/ 9/1988	5 1/4			1/ 2/1969		LX			
20.00	1969	J.C. PEPPER O/S	101	5.94	5.88	\$U 54 1/2	6.11	PS EU	411	800 935 940 960 975	
20.00	1969	6.00 2/12/1989	51 7/8	1.47	14.70	1/ 7/1970		LX			
20.00	1973	J.C. PEPPER INT WIL	78 5/8	5.72	7.37	\$U 54	27.32	PS EU	411	520 870 935 940 960	
20.00	1973	4.50 1/ 8/1987	51 7/8	2.47	14.70	1/ 8/1973		LX			
20.00	1966	PEPSICO O/S	158 1/8	2.91	15.80	\$U 46 1/2	-1.66	PS NY	445	515 820 800 925 940	
20.00	1966	4.50 1/ 3/1981	72 7/8	2.20	15.80	1/ 9/1967		LX			
20.00	1969	PLANNING RESEARCH INT	58 5/4	11.13	15.41	\$U 50		PS EU	465	800 935 940 960 975	
20.00	1969	6.50 15/12/1984	5 3/8		7.00	15/ 7/1970		LX			
20.00	1968	PLYWOOD-CHAMPION INT	92 1/4	5.69	6.71	\$U 26 3/4	2.82	PS EU	405	800 935 940 960 975	
20.00	1968	5.25 15/ 2/1983	25	4.17	10.30	1/ 2/1969		LX			
20.00	1971	RAMADA CAP	61 1/4	10.20	11.29	\$U 15.87	111.92	PS NY	454	800 935 940 960 975	
20.00	1971	6.25 15/11/1986	4 1/2		90.00	15/ 7/1971		LX			
20.00	1968	PCA INT	70	6.33	7.79	\$U 75	24.19	PS NY	417	520 800 870 935 940	
20.00	1968	5.00 1/ 2/1981	25 1/2	3.82	15.00	1/ 5/1964		LX			

ISSUED	YEAR OF ISSUE	BORROWER	BOND PRICE	CUR- RENT BOND YIELD	YIELD TO MAT- URITY	CONVERSION PRICE	PREMIUM/ DISCOUNT %	SECURITY GUARANTEE	DELIVERY	LEAD MANAGER	MARKET MAKERS
ESTD O/S (MM)	ISSUE PRICE	COUPON-MATURITY	SHARE PRICE	CUR- RENT SHARE YIELD	R.E.R.	DATE OF CONVERSION START		LISTING			
24.00	1968	REVION INT FIN	111 1/8	4.32	3.01	\$U 68	2.46	PS NY	346	520 870 935 940 960	
24.00	100.00	4.75 15/ 6/1983 S	73 3/4	2.17	16.30	2/ 1/1969		LX		975	
50.00	1972	REVION	96 1/4	4.94	5.21	\$U 79 1/2	3.75	PS EU	346	520 870 935 940 960	
49.00	100.00	4.75 13/ 4/1987	73 3/4	2.17	16.30	2/ 1/1973		LX		975	
50.00	1968	REYNOLDS METALS CAP	85 5/8	5.92	6.88	\$U 45.38	10.23	PS NY	399	800 935 940 960 975	
50.00	100.00	5.00 1/ 6/1988 S	35 1/4	2.84	8.90	11/ 3/1969		NYLX			
15.00	1972	SAXON INDUSTRIES	60 3/4	9.69	12.57	\$U 15	77.80	SU EU	378	800 935 940 960 975	
15.00	100.00	5.75 31/10/1987 S	5 1/8		6.30	30/ 4/1973		LX			
15.00	1969	SCM OVERSEAS CAP. CORP.	67	7.44	9.91	\$U 46.55	96.46	PS EU	405	935 940 960 975	
15.00	100.00	5.25 1/ 3/1989	15 7/8	4.41	5.60	1/ 1/1970		NYLX			
15.00	1968	SEARLE INT	80	5.78	5.94	\$U 18.323	15.79	PS NY	485	935 940 960 975	
4.00	100.00	4.75 15/ 5/1988	14 1/4	3.45	9.00	2/ 1/1969		LX			
70.00	1972	SOUTLAND	76	6.58	8.40	\$U 47.01	51.16	SU EU	454	935 940 960 975	
50.00	100.00	5.00 15/ 7/1987	21 5/8	1.85	10.90	2/ 2/1973		LX			
60.00	1973	SPERRY RAND	95 5/8	4.44	4.74	\$U 51 1/2	5.06	SU EU	383	520 870 935 940 960	
90.00	100.00	4.25 15/ 2/1988	46 7/8	1.62	11.20	15/ 3/1974		LN		975	
50.00	1972	SQUIBB INT FIN	74 7/8	5.68	7.71	\$U 57	49.10	PS EU	405	520 870 935 940 960	
50.00	100.00	4.25 15/ 6/1987	28 5/8	3.14	12.60	15/ 3/1973		LX		975	
75.00	1968	TEXACO OPERATIONS-EUROPE	76 7/8	5.94	7.57	\$U 44 1/4	29.59	PS NY	456	520 870 935 940 960	
75.00	100.00	4.30 1/ 7/1988 S	26 1/4	7.62	6.30	15/ 3/1969		NY		975	
7.00	1969	THERMO ELECTRON INT	65	10.77	14.65	\$U 43.22		PS EU	447	935 960 965	
7.00	100.00	7.00 1/ 7/1984	8 3/4		15/ 1/1970			LX			
10.00	1968	TRW INT	80 1/2	6.21	7.56	\$U 52 1/2	19.47	PS NY	485	935 960 975	
10.00	100.00	5.00 1/ 2/1988	35 3/8	3.96	10.20	1/ 2/1969		LX			
40.00	1967	TWENTY-THIRD CENTURY FOX	69 1/2	7.32	9.61	\$U 26	95.35	PS NY	447	935 940 960 975	
29.01	100.00	5.00 1/12/1987 S	9 1/4	5.41	5.40	2/ 5/1969		LX			
25.00	1969	TYCO INT FIN	71	7.17	10.84	\$U 61 1/2		PS EU	346	935 940 960 975	
25.00	100.00	5.00 1/ 3/1984 S	12 7/8	1.55	9.60	1/11/1969		AM			
50.00	1967	UNION CARBIDE INT	122	3.93	1.02	\$U 56 1/2	1.00	PS NY	456	515 520 800 870 935	
50.00	100.00	4.75 1/ 7/1982 S	68 1/4	3.66	11.40	1/ 5/1968		NYLX		940 960 975	
70.00	1969	WALTER RIDGE FIN	80 5/8	7.29	8.30	\$U 63.14	65.07	PS NY	485	800 935 940 960 975	
50.00	100.00	5.00 1/ 2/1989	26 1/4	3.81	6.20	1/ 9/1969		NY			
15.00	1968	WARD FOODS O/S	57 1/2	10.00	12.71	\$U 47.59		PS NY	447	800 935 940 960 975	
15.00	100.00	5.75 1/11/1988	8		13.60	1/ 6/1969		NYLX			
15.00	1966	WARNER-LANBERT	137	3.13	15.10	\$U 23	-2.29	PS NY	456	515 520 800 935 940	
2.00	100.00	4.25 1/ 3/1981 S	32 1/4	2.85	15.10	2/ 6/1967		NYLX		960 975	
70.00	1973	WARNER-LANBERT	80 3/4	5.29	6.70	\$U 61 1/2	53.27	NY EU	456	520 870 935 940 960	
50.00	100.00	4.25 1/ 4/1988	32 1/4	2.85	15.10	1/ 4/1970		LX		975	
60.00	1972	WARNER-LANBERT	81 3/4	5.37	6.65	\$U 48	24.65	NY EU	456	520 870 935 940 960	
60.00	100.00	4.50 1/ 4/1987	31 1/4	2.85	15.10	1/ 5/1973		LX		975	
20.00	1968	WARNER-LANBERT	108	4.21	3.71	\$U 29	-2.68	PS NY	456	515 520 800 935 940	
9.00	100.00	4.50 1/ 8/1988 S	32 1/4	2.85	15.10	2/ 5/1969		LX		960 975	
75.00	1972	WERNER CORPORATION	75 1/4	6.66	8.25	\$U 148	100.80	SU EU	411	520 870 935 940 960	
75.00	100.00	5.00 1/12/1988	51 1/8	1.88	17.10	1/ 4/1975		LN		975	







# COMPANY NEWS + COMMENT

## Jefferson Smurfit to resume growth

DEBT-BASED packaging, printing and distribution group, Jefferson Smurfit, has started the current year reasonably well with sales and profits considerably better than during the same early period of 1977, says the chairman, Mr. J. Jefferson Smurfit.

There are grounds to believe that business confidence is returning in the U.K. though it is still absent in Ireland.

Time Industries' figures for the first quarter show a substantial increase over 1977 of 71 per cent. Africa is well ahead for the first quarter and the rest of the year looks very promising there. The final group outcome should be a most successful year, the chairman adds.

The directors now have the task of optimising the benefits foreseen from the acquisition of Alliance Alders. They will also develop the U.S. business which holds out the long-term promise.

U.K. investments are now very substantial and the directors would hesitate to invest much further into that economy by acquisition.

Capital expenditure on new equipment will, however, be made at a faster rate to improve the competitive position. Overall, the board has earmarked £5m. for the current year. In the year to January 31, 1978 expenditure was £2.5m.

The desire to invest in Ireland is clear, but the chairman stresses that major capital projects can only be undertaken when the Irish inflation rate comes under control.

As reported on May 14, group pre-tax profit was £10.4m. (£15.5m.), the dividend is 11p (£10.1m. per share), and a one-for-three scrip issue is proposed.

Turnover was £11.6m. (£17.7m.), comprising £10.4m. (£15.5m.) from the U.K. and £1.2m. (£2.2m.) from Ireland. The group's operating profit was £1.8m. (£2.8m.), comprising £1.1m. (£1.8m.) from the U.K. and £0.7m. (£1.0m.) from Ireland.

The results are the company's second best, and "we are now poised to go forward again," says Mr. Smurfit.

Exports from the U.K. and Irish divisions were a record £5.1m.

An estimate of the turnover and balance sheet of the new enlarged group by which would have been in 1977-78 shows pre-forma turnover of £11.5m. (£17.8m.), net current assets £1.8m. (£2.8m.), share capital and reserves £19.8m. (£29m.), £14.5m. (£4.3m.).

Following the acquisition of Alliance Alders and a controlling stake in the associate Time Industries, Jefferson Smurfit has gone a long way in reducing its dependence in Ireland to an estimated 25 per cent. this year. Growth outside Ireland this year should be a significant factor. The U.K. packaging industry is poised for

### BOARD MEETINGS

The following companies have notified dates of Board meetings to the Stock Exchange. Such meetings are usually held for the purpose of considering dividends. Official indications are not available whether dividends concerned are interim or final and the shareholders shown below are based mainly on last year's timetable.

### TO-DAY

Interim: Hanson Trust, Lloyds Adams Bros. (History), John Smith & Son (Biology), Farley & Co. (C.G.I.), in America: George Mason, International Staffs International.

### FUTURE DATES

Interim: China Glass June 11

Glance and Chitt. Greenhouse June 11

Interim: Property-are Mines June 11

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extraordinary credit of £20,426 (nil) the net loss is £24,157 against a profit of £25,062.

## Sales jump at Wm. Morrison

IN THE first quarter of the current year, sales of Wm. Morrison Supermarkets have risen 24 per cent., reports the chairman Mr. K. D. Morrison.

And with new store openings to come and further improvements to existing units he is confident that the group will obtain an increased volume of sales which will ensure a successful year.

Although the food industry continues to be fiercely competitive, he is sure the company is well equipped to succeed in the future.

New store openings are scheduled for Hunslet and Rothwell in August and Huddersfield and May Avenue, Bradford, in October, and these will add 33 per cent. to the selling area. Following the success of the first period, the company will be offering this service at all stores where it is possible.

In the balance-sheet there are deposits of £1,32m. against a deposit of £1,45m. against a building under construction. But there are outstanding capital commitments and accrued charges in building under construction of £1.2m. (the additional finance has been raised and is available as required).

As reported on May 19, profit before tax for the year ended January 31, 1978, amounted to £1,32m. (£1,72m.) in the belief that trading results for the current year would show a significant improvement, the directors recommended the dividend be increased from 4.7p to 5.2p, a maximum permitted 7.7p.

Trading losses were incurred at Tresco and MacDougall, but the chairman is confident that Tresco will emerge as a significant profit earner in the current year. MacDougall in company with other Scottish knitwear makers is working in very difficult market conditions.

Meeting of the group, garment and textile makers is at 42 Grosvenor Square, W. June 30, at noon.

The year has started well at Thomas Jourdan and chairman Mr. A. McNair says that there is reason to believe that the upward trend will be maintained. Export sales by the group are already almost equal to the volume of last year.

As reported on May 26 a profit of £53,776 was incurred for 1975 against a profit of £185,134.

The auditors' report contains a qualification on the accounts of one of the subsidiaries, Highway Equipment Manufacturing and Midlands Designing and Manufacturing Company. The qualified effect of these qualifications is that the auditors cannot express an opinion on losses totalling £41,275, included in the results of the group and on net assets included in the consolidated balance sheet at £182,612.

The chairman states that the problem referred to have been put right by better accounting.

Independent advisers have been called in by the subsidiaries concerned and have been asked "to make a report on the accounts for the interests of the minority."

DEBENHAMS/HAMLEY The official document containing details of department stores group Debenhams' offer for Hamley Brothers has been sent out to shareholders. The directors have stated that they intend to accept on behalf of their collective holdings of 6.7 per cent. and 17.9 per cent. respectively of the shares in Hamley Brothers in respect of 38.4 per cent. and 6.7 per cent.

Shareholders are being offered £4.22 nominal of 11 per cent. convertible unsecured Hamley stock, 1985-88, for each Hamley share. There is also a cash offer of £4.22 per share which closes on June 23.

Debenhams recently reported pre-tax profits of £12.5m. for the financial period ending January 31, 1978, compared with £5.81m. in the previous period. According to the unaudited accounts contained in the document the net tangible assets of Debenhams amounted to £106m. at the end of the year.

Hamleys made pre-tax profits of £535,000 in the year ending January 31, 1978, against £508,000 the year before. Net tangible assets appear in the unaudited balance sheet at £1.7m.

### HIGHLIGHTS

The week-end post bag contains a number of annual reports including J. Sainsbury and Jefferson Smurfit, which gives a pro-forma balance sheet following a couple of acquisitions, together with Pritchard Cleaners and Wm. Morrison Supermarkets. The remainder of the week promises to be equally active after the rather quiet period last week.

To-morrow, final figures are due from Metal Box along with interims from MEPCO. On Thursday the 680 Group is producing its prelims while Friday, the most active day as far as the big guns are concerned, sees the final results from Pilkington and Whitbread together with the half-time statement from Grand Metropolitan.

## Pritchard Services to advance

BARRING NO serious interruptions to present trading 1978 will provide Pritchard Services Group with a further step forward in profitability, states chairman Mr. P. R. Pritchard.

He reports that U.K. trading profits so far are some 20 per cent. ahead of those in the comparable period of 1975; and for the group as a whole sales and profits are comfortably in excess.

In 1975 group pre-tax profits increased from £1.7m. to £1.45m. Overseas companies were largely responsible for the improved results—at the trading level their profits advanced from £471,000 to £729,000. Home market trading conditions were less satisfactory, but some companies did well and there was a strong finish towards the year end.

The group is proposing to set up a small headquarters in Europe and the building cleaning services operation in France and Portugal will be extended to Germany. The group's comparatively modest coverage of the European market leaves considerable scope for future expansion in the more profitably stable countries, says Mr. Pritchard.

Referring to Portugal—where a big loss was sustained—the chairman says that following price adjustments the company there is currently in profit which, he believes, will be maintained.

The chairman says that of short-term borrowings, by far the greater part is in the U.K. and has been used to support new developments which will in due course substantially assist the group's cash flow. As a result of the heavy investment programme the group's U.K. tax position is highly favourable and in the current year is likely to be limited only to ACT.

Meeting, Winchester House, E.C., June 25 at noon.

Net assets at March 27 amounted to £13.0m. (£21.7m.).

Chairman, Mr. P. A. Barnes-Graham, says both buying and selling prices tended to rise throughout the year, being lower at the beginning and higher at the end of the year than during the corresponding periods of the previous year. Demand remained throughout at a satisfactory level, and a greater volume of goods was sold. Gross margins were held but overheads continued to rise.

There has been in recent months a substantial rise in the cost of imported timber products which, coupled with the fall in the value of sterling, has resulted in the company's buying prices being higher than ever before.

It is anticipated that for the current year there may be a fall in volume, but turnover should be higher and profits no less than for the year under review.

There is still a long way to go before profits of Charles Hill of Bristol can provide the group with the surplus funds needed for further expansion, says chairman Mr. R. Hill.

However, profits last year—£281,755 against a loss of £155,755—show the group staged a "most welcome" recovery in spite of the country's economic difficulties, Mr. Hill says. As reported with the results on May 13, the dividend is 4p net (£2.6p).

The two construction companies returned to profitable trading and both "are now set fair" to take advantage of an upturn in the economy.

It has still not proved possible to determine the amount of compensation payable to Charles Hill Limited by the Bristol Corporation under the terms of the agreement linked to the Bristol Corporation Act 1971. The company has received two interim payments amounting to £125,000 on account of the compensation due for the running down of shipbuilding in the Albion Dockyard, says the chairman.

WM. MORRISON SUPERMARKETS LIMITED

Increased sales and profits—sales up a further 24% in first quarter of current year

The 30th Annual General Meeting will be held on June 28th in Bradford, Mr. K. D. Morrison (Chairman and Managing Director) presiding. The following are extracts from his circulated statement:

The company has increased both sales and profits in the year ended 31 January 1978. It is particularly gratifying to be able to report an increase in sales of 24.07% to £48,825,740 and an increase in trading profit by 32.66% to £1,461,387. The increase in net profit of 18.36% to £1,647,471 is slightly higher than that achieved during 1974/5. The Directors are recommending a dividend of 1.8375p per share which is the maximum permissible under current legislation.

TRADING DEVELOPMENT During the year under review the company's first petrol filling station was opened at the Morley store. In view of the success it will be our future policy to offer this added service to customers at all stores where it is possible.

The wines and spirits departments of eight stores have been converted to self-service and sales have shown sufficient increase to justify an extension of this policy.

BUILDING PROGRAMME New store openings are scheduled for Hunslet and Rothwell in August and Huddersfield and May Avenue, Bradford, in October. These will add a further 35% to the company's selling space.

In addition, the above developments contain a number of units for letting. It is expected that all available space will be fully taken by the store opening dates and rental income should exceed £200,000 by 1977/8.

The Ripon site is the subject of a planning appeal the result of which should be favourable and negotiations are at an advanced stage for a further three major stores.

FINANCE Whilst the balance sheet shows cash deposits of £1,524,158 and of £1,447,226 against buildings under construction, there are still outstanding capital commitments and accrued charges in buildings under construction amounting to £4,102,440. The additional finance has been raised and is available as required by the company.

FUTURE PROSPECTS The food distributive industry continues to be one of the most fiercely competitive areas of commercial activity but I am sure the company is well equipped to succeed in the future.

The first quarter of the current financial year has shown a 24% increase in sales. With new store openings to come and further improvements to existing units I am confident that we will achieve an increased volume of sales which, together with close control of all costs, will ensure a successful year.

## Brownlee turns in £0.89m.

FOR THE year to March 31, 1978, timber merchants, Brownlee and Co., reports a rise in pre-tax profits from £263,000 to £391,000 on turnover ahead from £13,04m. to £14,44m.

Last year's profit was £1,32m. net. It is intended to begin paying interim dividends, the first is to be 0.5p, in January, 1977.

Earnings for the year per 25p share are shown to have risen from 5.6p to 6.5p and the dividend is stepped up from 1.63p to 1.83p net. It is intended to begin paying interim dividends, the first is to be 0.5p, in January, 1977.

Net assets at March 27 amounted to £13.0m. (£21.7m.).

Chairman, Mr. P. A. Barnes-Graham, says both buying and selling prices tended to rise throughout the year, being lower at the beginning and higher at the end of the year than during the corresponding periods of the previous year. Demand remained throughout at a satisfactory level, and a greater volume of goods was sold. Gross margins were held but overheads continued to rise.

There has been in recent months a substantial rise in the cost of imported timber products which, coupled with the fall in the value of sterling, has resulted in the



# Pending dividends timetable

For the convenience of readers the dates when some of the more important company dividend statements may be expected in the next few weeks are given in the following table. The dates shown are those of last year's announcements, except where the forthcoming Board meetings (indicated thus) have been officially published. It should be emphasised that the dividends to be declared will not necessarily be at the amounts or rates per cent shown in the column headed "Announcement last year". Preliminary profit figures usually accompany final dividend announcements.

Company	Announcement last year	Dividend	Announcement last year	Dividend	
Admiral	July 10	Final 2.5p	Barclays	May 29	Final 10.5p
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## General Stock

Stockholders are advised to check the dates when some of the more important company dividend statements may be expected in the next few weeks are given in the following table. The dates shown are those of last year's announcements, except where the forthcoming Board meetings (indicated thus) have been officially published. It should be emphasised that the dividends to be declared will not necessarily be at the amounts or rates per cent shown in the column headed "Announcement last year". Preliminary profit figures usually accompany final dividend announcements.

## Local Authority Investments

Local Authority loan rates were steady for the most part last week, although money market conditions were generally tighter than in the previous week. A better supply of short-term funds in the market helped to check any further upward movement in short-term interest rates, while longer term rates remained firm.

## Public Works Loan Board rates

Year	By	At	By	At
Up to 5	111	111	111	111
Over 5, up to 10	111	111	111	111
Over 10, up to 15	111	111	111	111
Over 15, up to 20	111	111	111	111
Over 20	111	111	111	111

## RECENT ISSUES

Issue	Price	Yield	Issue	Price	Yield
1000	100.00	10.00%	1000	100.00	10.00%
1000	100.00	10.00%	1000	100.00	10.00%
1000	100.00	10.00%	1000	100.00	10.00%
1000	100.00	10.00%	1000	100.00	10.00%

## FIXED INTEREST STOCKS

Issue	Price	Yield	Issue	Price	Yield
1000	100.00	10.00%	1000	100.00	10.00%
1000	100.00	10.00%	1000	100.00	10.00%
1000	100.00	10.00%	1000	100.00	10.00%
1000	100.00	10.00%	1000	100.00	10.00%

## "RIGHTS" OFFERS

Issue	Price	Yield	Issue	Price	Yield
1000	100.00	10.00%	1000	100.00	10.00%
1000	100.00	10.00%	1000	100.00	10.00%
1000	100.00	10.00%	1000	100.00	10.00%
1000	100.00	10.00%	1000	100.00	10.00%

## EXCHANGE CROSS-RATES

From	To	Rate	From	To	Rate
£	\$	1.60	£	¥	160
£	DM	2.30	£	FF	6.50
£	Scd	1.50	£	Swf	1.50
£	ITL	1300	£	Grd	200

# INTERNATIONAL COMPANY NEWS

## ITO YOKADO Expansion in superstores

FROM MARGARET HUGHES IN TOKYO  
ITO YOKADO, one of Japan's main competitors, has announced a 37 per cent. increase in its consolidated income for the financial year to February 1978, on a sales increase of 28 per cent.

The recession had also prompted Ito Yokado to review overheads and apply a cost saving scheme throughout its operation which should be reflected in improved profit margins in future.

During the year under review gross margins improved to 22.9 per cent. from 21.1 while net margins although some way below the 1973 level of 2.3 per cent. were also slightly better at 1.7 against 1.5.

Sales during the past year totalled ¥256,500m. (around \$360m.) against ¥200,580m. in the previous year, while net income rose to ¥4,390m. from ¥2,110m.

The group's sales performance, said Mr. Ito, had been helped by a reduction in inventories from the very high levels of the 1974 financial year. They were now at normal levels.

Even so, his group had fared better than other Japanese retailers. Mr. Ito claimed. He higher, accounting for almost all attributed to the stability provided by its 30 per cent. equity ratio compared with 30 per cent. of women's between 8 and 15 per cent. for clothing. The group's aim is to

## World Economic Indicators

Country	Unemployment	April 76	March 76	May 75
U.K.	000's	1,250	1,233.8	1,232.5
U.S.	000's	6,860	7,040	7,027
West Germany	000's	953	1,092.7	1,102.0
Holland	000's	212.8	228.5	250
France	000's	896.9	938.0	978
Japan	000's	1,130	1,250	1,250
Belgium	000's	228.1	221.3	224.3
Italy	000's	681	697	648

## Money and Exchanges

Bank of England Minimum Lending Rate 11 per cent. (since May 21, 1976). Conditions remained very nervous in the London money market last week, reflecting concern over the weakness of the pound and doubts about official policy on interest rates.

On Thursday was relieved by purchases of Treasury bills by the authorities, and similar assistance was given on Friday.

Sterling's recent decline in the foreign exchange market continued last week. The fall began fairly soon after the market opened on Tuesday after the long holiday week-end, and that evening the pound closed at \$1.5740, a loss of 40 points from the previous Friday.

The day-to-day credit was in fairly good supply overall. A small surplus of funds on Tuesday was absorbed by official sales of Treasury bills, and on Wednesday the authorities did not intervene in the market. A moderate short-

age on Thursday was relieved by purchases of Treasury bills by the authorities, and similar assistance was given on Friday.

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# MINING NOTEBOOK

## The price of tin could go higher still

BY LODESTAR  
I LAST WROTE about Tin shares on May 10 just after the International Tin Council had raised its "ceiling" price anew to \$31,200 a picul. My verdict was that tin shares could have further to go if the Peking price went on to test the new "ceiling". It did not, but sales from the ITC buffer stock prevented any breakthrough. The shares have thus also come back.

Fresh heart can nevertheless be taken by long-term holders who acquire themselves with the views of tin specialist Laurence Pratt, the London stockbroker who has just issued a 36-page analysis of the world tin industry as a whole.

It is not a share selection exercise. But it does reach a well backed up conclusion that whereas for the Malaysian producers the metal price is likely to be unexciting over the next few months the long-term prospects are "excellent".

The reasoning understandably is that the near-term price must necessarily be held down below \$31,200 because of sales by the buffer stock manager and those from the stocks of the producers themselves as the ITC export quotas are lifted, reckoned at the end of next September.

But in 1977 it is considered that a shortage of tin metal could develop, one that could become increasingly severe as the year progresses. So the conclusion is reached that the ITC buffer stock could run out of tin and that thereafter the price could climb very fast indeed reaching \$31,500, or over \$3,500 a tonne, which would compare with a 1975 average of \$16,000.

At the same time the London-based producers could be benefiting from whatever further depression of sterling that may then have occurred even though their U.K. dividend distributions may well be restricted.

It is the shareholders in the London Tin groups' home-based Malaysian producers who could have a much more favourable ball game in front of them. It is only logical that if the parent company's move to that country through the Peking deal comes about which now looks a virtual though slow certainty, then London's big shareholdings in its

U.K. constituents will not be left over here for long. It is thus as well to bear in mind the companies concerned. They are Kamunting, Malayan Tin, Southern Malayan and Southern Kinta. Those in the Charter Consolidated group, which are also concerned in the deal, may likewise eventually emigrate and so have the investment currency premium added to their share prices. They are Tanjong, Ayer Hitam and Sungai Besi.

Platinum scandal  
One of the most scandalous situations in the mining investment world is, as I well know from my amoulinger postbox, the suspension of dealings in the South African platinum shares. Potenters of the Union Platinum and Lydenburg. This started at the request of the companies on May 17. So for three weeks shareholders have been in a state of limbo, a completely unwarranted limbo.

And there are still no details of the excuse for the suspension, namely the proposed amalgamation of the holding companies in the big Rustenburg platinum operation in South Africa. Luckily, the limbo has been imposed on the platinum producers. But it could have been otherwise. So the message for the mining houses principally concerned, Johannesburg Consolidated and Anglo American Corporation and Consolidated Field Fields, is either to restore dealings or publish the mercur details immediately, hopefully.

Change of heart  
It is almost impossible to stop writing about the Australian mining situation if only because the Government's gyrations in Canberra become from the industry's viewpoint either daily more laughable or more tragic according to whether shareholders are bulls or bears.

It is certainly nice to hear that the Government is actually prepared for projects which would favour the down-under coal share holders in the American continent, but we would not get any Australian participation to go ahead with the 100 per cent. overseas risk capital. This just puts us back to square

one which is that it was largely from this source that the big Australian mineral industry was originally funded indeed if not founded.

The National Resources Minister, Mr. Doug Anthony, although softening his approach to overseas investment in the country's mining industry, did not let the continental off the hook in that the Australian (renewable) uranium-mining is still kept at a firm 75 per cent. So these shares continue to water. The share price on Friday, for once the arrows seem to point slightly upwards if only because the chairman, Mr. Tony Grey, is hardly likely to be in de-pendant mood at next week's Uranium Institute meeting in London.

Union opposition  
At the same time it will be interesting to hear his comments—probably scathing—on the uranium industry's opposition to uranium mining in Australia about which I was writing a fortnight ago. The crunch in this respect, as far as almost all other aspects of the country's big uranium potential, is the Fox environmental impact of the outcome of which it still anxiously awaited but shows no signs of being forthcoming.

Meanwhile, the unions have reluctantly allowed production at the RTZ group's Mary Kathleen mine to continue—it is Australia's only current source of uranium—although recommending that output be stockpiled until the Fox verdict is known and a halt in exports except for medical use is research.

Another mining industry battle with the Australian Government is over the ethylene export licence on coal. A report the coal has been commissioned by the Australian Coal Exporters Association. It is a serious import in that it is imposed on revenue not profits. Ironically, the one innovation which can almost brush the prices of such a doubtful nature that we would not get any Australian participation to go ahead with the 100 per cent. overseas risk capital. This just puts us back to square

## The week in Parliament

COMMONS  
MONDAY: Remaining stages Police Bill; remaining stages Education (Scotland) Bill (Lords); Lords Amendments to the Criminal Reform (Scotland) Bill and to the Freshwater and Salmon Fisheries (Scotland) Bill; Industrial Relations (Northern Ireland) Order.  
TUESDAY AND WEDNESDAY: Remaining stages Aircraft and Shipbuilding Industries Bill; Thursday: Remaining stages Education Bill.

FRIDAY: Remaining stages Fair Employment (Northern Ireland) Bill; Northern Ireland Orders on Animals and Births and Deaths Registration.  
LORDS  
TUESDAY: Agriculture (Miscellaneous Provisions) Bill; Companies Bill; Criminal Justice (Northern Ireland) Bill; Criminal Justice (Northern Ireland) Bill; Criminal Justice (Northern Ireland) Bill.  
WEDNESDAY: Debate on economic situation.  
THURSDAY: Committee stage Local Government (Miscellaneous Provisions) Bill; debate on EEC report on schooling of migrant children.

MR. Edmund Dell, the Secretary for Trade, is to be questioned in the Commons today about publication of the long-awaited Department of Trade report on Lough, the mining and industrial group headed by Mr. R. W. "Tiny" Rowland.

The report, ordered over three years ago by the last Conservative administration, under Mr. Edward Heath, has been in the hands of the DoT since the beginning of March. Officially, it is still "under consideration".

Reports that the Foreign Office has intervened to hold up publication are denied. Although the Government said yesterday it was free to take whatever advice it chose in the matter.

## Hopes high at Honda

TOKYO, June 6.  
HONDA MOTOR CO. expects to report net after-tax profit of at least ¥7.7bn. for the first half year ending April 30, 1978, compared with ¥5.7bn. in the same 1977 period, a company spokesman said.

Gross sales are likely to be ¥31.5bn. or more, compared with ¥27.4bn. he said.

Net profit for the whole fiscal year ending February 28, 1977, will probably be around ¥15.5bn. (¥12bn.) on gross sales of ¥64.0bn. (¥54bn.), he added.

## Value of some farmland falls

AGRICULTURAL LAND values in England and Wales for the quarter ending April 30, 1978, increased by an average of £105 per acre for tenanted land, compared with the previous quarter, but fell by an average of £114 per acre for land with vacant possession.

The Country Landowners' Association's latest land price survey, based on an analysis of 187 sales of agricultural land, reveals that the average value was £351 while that of land with vacant possession was £397 per acre.

The following are extracts from the Statement to Shareholders by the Chairman, Mr. J. Jefferson Smurfit.

This is the first time since our company went public in 1964 that I have to report to you a decline in profits and a halt to the unbroken growth record which your company has had over the last twelve years. Nevertheless, the results are still the second best in our company's history.

1975 in my view, showed that we had the products, the people and the necessary management skills to survive effectively in any market conditions. We are now poised to go forward again. Since last January we have, as you know, successfully bid for the ownership of Alliance Alders Ltd., and have taken over majority control of Time Industries in the USA and consequently your group becomes half as large again in sales terms.

Your directors have decided to recommend a Scrip Issue of one new share for each three shares held by shareholders. This will bring the issued capital of your company more into line with the total assets of the group and it will at the same time help to make the Ordinary Shares more readily marketable.

The overall effect of our financial management reduced borrowings

Copies of the Report and Accounts may be obtained from the Company Secretary, Jefferson Smurfit Group Limited, Swords Road, Scary, Dublin 9.

Jefferson Smurfit Group



## INTERNATIONAL COMPANY NEWS EURO-MARKETS

## EUROBONDS

## Dollar sector firmer

BY MARY CAMPBELL

TWO WEEKS of good news on the U.S. money supply helped the U.S. dollar sector of the Eurobond market to firm up last week. Quotations for recent issues remain below their offering prices, however.

New dollar issues announced last week include \$300m. for the Mexican National Financiera for five years on an indicated coupon of 10 per cent, \$300m. for Occidental Petroleum for seven years on an indicated coupon of 9 per cent, and \$200m. for Croci-Panier Franco-Canadien for five years, also on an indicated coupon of 9 per cent.

Issues to be priced were Kinross Mortgage Corporation's \$500m. 9 per cent, six-year notes at 99 1/2 per cent, and Nationale Nederlanden's \$300m. warrants issue at 99 per cent.

Da Ei, the Japanese retailing group, is coming to the market with a \$300m. 15-year convertible issue.

The Deutschmark sector remains weak and in some quarters it is felt that the DM400m. allocation which was made by the capital markets sub-committee for new issues during June may be more than the market will be able to absorb. Initial indications on the Spanish Railways' DM100m. six-year 8 1/2 per cent issue, which was priced last week at 99, were for a discount of about a point.

Currently in the market via Commerzbank is a DM750m. ten-year issue for the Caisse Centrale de Co-operation Economique under guarantee of the French Government. Even allowing for the ten-year maturity, the 3 1/2 per cent indicated coupon on this issue is more generous than has been seen for some time, given the quality of the borrower.

Recently issued D-mark international bonds are, however, standing at a heavy discount, sometimes over three points below the offering price.

In the medium-term lending sector of the Eurobond market, the main event of last week was the signing of the \$175m. loan for the East German Foreign Trade Bank. This is the largest ever Eurobond loan for a borrower from East Germany. It offered a spread of 11 per cent on a five-year maturity.

So far the filing of suits against European American Banking group in New York does not seem to have had much effect on the market. Most banks placing documents they circulate to potential participants in loans they manage some months ago.

## Indices

## NEW YORK - DOW JONES

	June					May					1970				1969 comparison			
	June 4	June 5	June 6	June 7	June 8	May 29	May 30	May 31	May 31	May 31	High	Low	High	Low	High	Low		
Industrials	865.50	873.80	878.93	873.15	875.28	865.37					1,011.72	856.71	1,011.72	856.71	1,112.12	812.22		
Foreign Bonds	72.26	72.24	72.16	72.13	72.30	72.26					121.44	72.11	121.44	72.11	111.12	72.12		
Foreign Stocks	214.68	215.28	218.98	215.44	215.95	211.55					112.15	215.15	112.15	215.15	127.95	161.35		
Utilities	85.85	85.70	85.60	85.28	85.28	84.33					91.80	84.90	91.80	84.90	105.32	105.58		
Trading Companies											112.03	84.90	112.03	84.90	120.42	120.42		
Index	15,500	15,600	15,720	15,600	15,600	15,510												
						May 28	May 21	May 14	Year ago (approx.)									
						3.89	2.80	3.77	4.61									



مكتبة الإمام الأئمة

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## REGIONAL MARKETS

[illegible][illegible][illegible][illegible]

## OFFSHORE AND OVERSEAS FUNDS

# OFFSHORE AND OVERSEAS FUNDS

<b>Albany Fund Management Co. Ltd.</b> P.O. Box 1548, Hamilton, Bermuda.	<b>Cornhill Ins. (Guernsey) Ltd.</b> P.O. Box 57, St. Peter Port, Guernsey Fax: 0044 1481 255511	<b>Hamro Pacific Fund Mgmt. Ltd.</b> 2118, Clement Court, Hong Kong Fax: 00852 25211111	<b>King &amp; Shaxson Mgrs. Jersey Ltd.</b> P.O. Box 28, St. Helier, Jersey, EC4A 3DS Tel: 0044 1481 255511	<b>Old Court Fund Mgrs. Ltd.</b> P.O. Box 104, St. Peter Port, Guernsey Fax: 0044 1481 255511	<b>Target Trust Mgrs. (Cayman) Ltd.</b> P.O. Box 710, Grand Cayman, Cayman Is. Tel: 001 242 321 1212
<b>Albany Fund Mgmt. (UK) Ltd.</b> P.O. Box 104, London, EC4A 3DS	<b>For "Darling Fund" see under J. Henry Schroder Wags</b>	<b>Hambros (Guernsey) Limited</b> P.O. Box 86, St. Peter Port, Guernsey 0481 25211	<b>Kleinwortz Mgrs. Jersey Ltd.</b> 23, South Street, St. Helier, Jersey, EC4A 3DS Tel: 0044 1481 255511	<b>Old Court Commodity Fd. Mgrs. Ltd.</b> P.O. Box 104, St. Peter Port, Guernsey 0481 25211	<b>Tokyo Pacific Holdings N.V.</b> Int'l. Management Co. N.V., Curacao NAV per share May 31 US\$0.91
<b>Arbuthnot Securities (C.I.) Limited</b> P.O. Box 104, St. Peter Port, Guernsey Fax: 0044 1481 255511	<b>Delia Group</b> P.O. Box 3012, Nassau, Bahamas Tel: 001 242 321 1212	<b>Haput Management Ltd.</b> 305 Pk House, 1st Floor, St. Helier, Jersey, EC4A 3DS Tel: 0044 1481 255511	<b>Kleinwortz Mgrs. Jersey Ltd.</b> 23, South Street, St. Helier, Jersey, EC4A 3DS Tel: 0044 1481 255511	<b>Old Court Commodity Fd. Mgrs. Ltd.</b> P.O. Box 104, St. Peter Port, Guernsey 0481 25211	<b>Tokyo Pacific Holdings N.V.</b> Int'l. Management Co. N.V., Curacao NAV per share May 31 US\$0.91
<b>Capital Fund Mgmt. (UK) Ltd.</b> P.O. Box 104, St. Peter Port, Guernsey Fax: 0044 1481 255511	<b>Dreyfus International Inv. Fd.</b> P.O. Box 3012, Nassau, Bahamas Tel: 001 242 321 1212	<b>Haput Management Ltd.</b> 305 Pk House, 1st Floor, St. Helier, Jersey, EC4A 3DS Tel: 0044 1481 255511	<b>Kleinwortz Mgrs. Jersey Ltd.</b> 23, South Street, St. Helier, Jersey, EC4A 3DS Tel: 0044 1481 255511	<b>Old Court Commodity Fd. Mgrs. Ltd.</b> P.O. Box 104, St. Peter Port, Guernsey 0481 25211	<b>Tokyo Pacific Holdings N.V.</b> Int'l. Management Co. N.V., Curacao NAV per share May 31 US\$0.91
<b>Capital Fund Mgmt. (UK) Ltd.</b> P.O. Box 104, St. Peter Port, Guernsey Fax: 0044 1481 255511	<b>F. &amp; C. Mgmt. Ltd. Inv. Advisers</b> 14, Laurence Poultry Mkt, EC4A 0HS	<b>Haput Management Ltd.</b> 305 Pk House, 1st Floor, St. Helier, Jersey, EC4A 3DS Tel: 0044 1481 255511	<b>Kleinwortz Mgrs. Jersey Ltd.</b> 23, South Street, St. Helier, Jersey, EC4A 3DS Tel: 0044 1481 255511	<b>Old Court Commodity Fd. Mgrs. Ltd.</b> P.O. Box 104, St. Peter Port, Guernsey 0481 25211	<b>Tokyo Pacific Holdings N.V.</b> Int'l. Management Co. N.V., Curacao NAV per share May 31 US\$0.91
<b>Capital Fund Mgmt. (UK) Ltd.</b> P.O. Box 104, St. Peter Port, Guernsey Fax: 0044 1481 255511	<b>Hamilton Pacific Fund Mgmt. Ltd.</b> 2118, Clement Court, Hong Kong Fax: 00852 25211111	<b>Haput Management Ltd.</b> 305 Pk House, 1st Floor, St. Helier, Jersey, EC4A 3DS Tel: 0044 1481 255511	<b>Kleinwortz Mgrs. Jersey Ltd.</b> 23, South Street, St. Helier, Jersey, EC4A 3DS Tel: 0044 1481 255511	<b>Old Court Commodity Fd. Mgrs. Ltd.</b> P.O. Box 104, St. Peter Port, Guernsey 0481 25211	<b>Tokyo Pacific Holdings N.V.</b> Int'l. Management Co. N.V., Curacao NAV per share May 31 US\$0.91
<b>Capital Fund Mgmt. (UK) Ltd.</b> P.O. Box 104, St. Peter Port, Guernsey Fax: 0044 1481 255511	<b>Hampshire Pacific Fund Mgmt. Ltd.</b> 2118, Clement Court, Hong Kong Fax: 00852 25211111	<b>Haput Management Ltd.</b> 305 Pk House, 1st Floor, St. Helier, Jersey, EC4A 3DS Tel: 0044 1481 255511	<b>Kleinwortz Mgrs. Jersey Ltd.</b> 23, South Street, St. Helier, Jersey, EC4A 3DS Tel: 0044 1481 255511	<b>Old Court Commodity Fd. Mgrs. Ltd.</b> P.O. Box 104, St. Peter Port, Guernsey 0481 25211	<b>Tokyo Pacific Holdings N.V.</b> Int'l. Management Co. N.V., Curacao NAV per share May 31 US\$0.91
<b>Capital Fund Mgmt. (UK) Ltd.</b> P.O. Box 104, St. Peter Port, Guernsey Fax: 0044 1481 255511	<b>Hampshire Pacific Fund Mgmt. Ltd.</b> 2118, Clement Court, Hong Kong Fax: 00852 25211111	<b>Haput Management Ltd.</b> 305 Pk House, 1st Floor, St. Helier, Jersey, EC4A 3DS Tel: 0044 1481 255511	<b>Kleinwortz Mgrs. Jersey Ltd.</b> 23, South Street, St. Helier, Jersey, EC4A 3DS Tel: 0044 1481 255511	<b>Old Court Commodity Fd. Mgrs. Ltd.</b> P.O. Box 104, St. Peter Port, Guernsey 0481 25211	<b>Tokyo Pacific Holdings N.V.</b> Int'l. Management Co. N.V., Curacao NAV per share May 31 US\$0.91
<b>Capital Fund Mgmt. (UK) Ltd.</b> P.O. Box 104, St. Peter Port, Guernsey Fax: 0044 1481 255511	<b>Hampshire Pacific Fund Mgmt. Ltd.</b> 2118, Clement Court, Hong Kong Fax: 00852 25211111	<b>Haput Management Ltd.</b> 305 Pk House, 1st Floor, St. Helier, Jersey, EC4A 3DS Tel: 0044 1481 255511	<b>Kleinwortz Mgrs. Jersey Ltd.</b> 23, South Street, St. Helier, Jersey, EC4A 3DS Tel: 0044 1481 255511	<b>Old Court Commodity Fd. Mgrs. Ltd.</b> P.O. Box 104, St. Peter Port, Guernsey 0481 25211	<b>Tokyo Pacific Holdings N.V.</b> Int'l. Management Co. N.V., Curacao NAV per share May 31 US\$0.91
<b>Capital Fund Mgmt. (UK) Ltd.</b> P.O. Box 104, St. Peter Port, Guernsey Fax: 0044 1481 255511	<b>Hampshire Pacific Fund Mgmt. Ltd.</b> 2118, Clement Court, Hong Kong Fax: 00852 25211111	<b>Haput Management Ltd.</b> 305 Pk House, 1st Floor, St. Helier, Jersey, EC4A 3DS Tel: 0044 1481 255511	<b>Kleinwortz Mgrs. Jersey Ltd.</b> 23, South Street, St. Helier, Jersey, EC4A 3DS Tel: 0044 1481 255511	<b>Old Court Commodity Fd. Mgrs. Ltd.</b> P.O. Box 104, St. Peter Port, Guernsey 0481 25211	<b>Tokyo Pacific Holdings N.V.</b> Int'l. Management Co. N.V., Curacao NAV per share May 31 US\$0.91
<b>Capital Fund Mgmt. (UK) Ltd.</b> P.O. Box 104, St. Peter Port, Guernsey Fax: 0044 1481 255511	<b>Hampshire Pacific Fund Mgmt. Ltd.</b> 2118, Clement Court, Hong Kong Fax: 00852 25211111	<b>Haput Management Ltd.</b> 305 Pk House, 1st Floor, St. Helier, Jersey, EC4A 3DS Tel: 0044 1481 255511	<b>Kleinwortz Mgrs. Jersey Ltd.</b> 23, South Street, St. Helier, Jersey, EC4A 3DS Tel: 0044 1481 255511	<b>Old Court Commodity Fd. Mgrs. Ltd.</b> P.O. Box 104, St. Peter Port, Guernsey 0481 25211	<b>Tokyo Pacific Holdings N.V.</b> Int'l. Management Co. N.V., Curacao NAV per share May 31 US\$0.91
<b>Capital Fund Mgmt. (UK) Ltd.</b> P.O. Box 104, St. Peter Port, Guernsey Fax: 0044 1481 255511	<b>Hampshire Pacific Fund Mgmt. Ltd.</b> 2118, Clement Court, Hong Kong Fax: 00852 25211111	<b>Haput Management Ltd.</b> 305 Pk House, 1st Floor, St. Helier, Jersey, EC4A 3DS Tel: 0044 1481 255511	<b>Kleinwortz Mgrs. Jersey Ltd.</b> 23, South Street, St. Helier, Jersey, EC4A 3DS Tel: 0044 1481 255511	<b>Old Court Commodity Fd. Mgrs. Ltd.</b> P.O. Box 104, St. Peter Port, Guernsey 0481 25211	<b>Tokyo Pacific Holdings N.V.</b> Int'l. Management Co. N.V., Curacao NAV per share May 31 US\$0.91

Charing Cross, St. Helier, Jersey	0634 29041	Series H (Pac. Int.)	14.50	1	Hill Samuel Overseas Fund S.A.	7 Rue du Rhone, P.O. Box 179, 1211 Geneva 1	Am. Inv. ....	93.80	-2.0	6.25	6.25	U.S. Tel. Inv. Fnd.	11923.84	-0.07	1.00
Jersey City, Over	47.3	49.7	11.35	1	37 Rue Notre Dame, Luxembourg	1 Rue du Rhone, P.O. Box 179, 1211 Geneva 1	Intnl. Fd. Jersey	1.07	113	+1	3.08	Net asset value June 3			
Jersey City, Over	47.3	49.7	11.35	1	37 Rue Notre Dame, Luxembourg	1 Rue du Rhone, P.O. Box 179, 1211 Geneva 1	Intnl. Fd. Jersey	1.07	113	+1	3.08	Net asset value June 3			
Jersey City, Over	47.3	49.7	11.35	1	37 Rue Notre Dame, Luxembourg	1 Rue du Rhone, P.O. Box 179, 1211 Geneva 1	Intnl. Fd. Jersey	1.07	113	+1	3.08	Net asset value June 3			

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P.O. Box 14715, Nassau, N.P., Bahamas	Management International Ltd.	Jardine Flet. Int.	SPIN 50	0.05	113 Jersey St. 20 103.17	3.74	0.50	Slater Walker Tst. Mgt. (Jersey) Ltd.
Nippon F. June 2 1982	c/o Bk. of Bermuda Frost St. Hamilton Buda.	NAV 544 31	Equit 50 64.61		Murray, Johnstone (Inv. Adviser)			24 Church St., S. Helier, Jersey 0524 37361

<p>Box 40715, Nassau, P.R. Bahamas          1990-76 Jan 15, 1991 1990 1991 1992 1993 1994 1995 1996 1997 1998 1999 2000 2001 2002 2003 2004 2005 2006 2007 2008 2009 2010 2011 2012 2013 2014 2015 2016 2017 2018 2019 2020 2021 2022 2023 2024 2025 2026 2027 2028 2029 2030 2031 2032 2033 2034 2035 2036 2037 2038 2039 2040 2041 2042 2043 2044 2045 2046 2047 2048 2049 2050 2051 2052 2053 2054 2055 2056 2057 2058 2059 2060 2061 2062 2063 2064 2065 2066 2067 2068 2069 2070 2071 2072 2073 2074 2075 2076 2077 2078 2079 2080 2081 2082 2083 2084 2085 2086 2087 2088 2089 2090 2091 2092 2093 2094 2095 2096 2097 2098 2099 2100 2101 2102 2103 2104 2105 2106 2107 2108 2109 2110 2111 2112 2113 2114 2115 2116 2117 2118 2119 2120 2121 2122 2123 2124 2125 2126 2127 2128 2129 2130 2131 2132 2133 2134 2135 2136 2137 2138 2139 2140 2141 2142 2143 2144 2145 2146 2147 2148 2149 2150 2151 2152 2153 2154 2155 2156 2157 2158 2159 2160 2161 2162 2163 2164 2165 2166 2167 2168 2169 2170 2171 2172 2173 2174 2175 2176 2177 2178 2179 2180 2181 2182 2183 2184 2185 2186 2187 2188 2189 2190 2191 2192 2193 2194 2195 2196 2197 2198 2199 2200 2201 2202 2203 2204 2205 2206 2207 2208 2209 2210 2211 2212 2213 2214 2215 2216 2217 2218 2219 2220 2221 2222 2223 2224 2225 2226 2227 2228 2229 2230 2231 2232 2233 2234 2235 2236 2237 2238 2239 2240 2241 2242 2243 2244 2245 2246 2247 2248 2249 2250 2251 2252 2253 2254 2255 2256 2257 2258 2259 2260 2261 2262 2263 2264 2265 2266 2267 2268 2269 2270 2271 2272 2273 2274 2275 2276 2277 2278 2279 2280 2281 2282 2283 2284 2285 2286 2287 2288 2289 2290 2291 2292 2293 2294 2295 2296 2297 2298 2299 2300 2301 2302 2303 2304 2305 2306 2307 2308 2309 2310 2311 2312 2313 2314 2315 2316 2317 2318 2319 2320 2321 2322 2323 2324 2325 2326 2327 2328 2329 2330 2331 2332 2333 2334 2335 2336 2337 2338 2339 2340 2341 2342 2343 2344 2345 2346 2347 2348 2349 2350 2351 2352 2353 2354 2355 2356 2357 2358 2359 2360 2361 2362 2363 2364 2365 2366 2367 2368 2369 2370 2371 2372 2373 2374 2375 2376 2377 2378 2379 2380 2381 2382 2383 2384 2385 2386 2387 2388 2389 2390 2391 2392 2393 2394 2395 2396 2397 2398 2399 2400 2401 2402 2403 2404 2405 2406 2407 2408 2409 2410 2411 2412 2413 2414 2415 2416 2417 2418 2419 2420 2421 2422 2423 2424 2425 2426 2427 2428 2429 2430 2431 2432 2433 2434 2435 2436 2437 2438 2439 2440 2441 2442 2443 2444 2445 2446 2447 2448 2449 2450 2451 2452 2453 2454 2455 2456 2457 2458 2459 2460 2461 2462 2463 2464 2465 2466 2467 2468 2469 2470 2471 2472 2473 2474 2475 2476 2477 2478 2479 2480 2481 2482 2483 2484 2485 2486 2487 2488 2489 2490 2491 2492 2493 2494 2495 2496 2497 2498 2499 2500 2501 2502 2503 2504 2505 2506 2507 2508 2509 2510 2511 2512 2513 2514 2515 2516 2517 2518 2519 2520 2521 2522 2523 2524 2525 2526 2527 2528 2529 2530 2531 2532 2533 2534 2535 2536 2537 2538 2539 2540 2541 2542 2543 2544 2545 2546 2547 2548 2549 2550 2551 2552 2553 2554 2555 2556 2557 2558 2559 2560 2561 2562 2563 2564 2565 2566 2567 2568 2569 2570 2571 2572 2573 2574 2575 2576 2577 2578 2579 2580 2581 2582 2583 2584 2585 2586 2587 2588 2589 2590 2591 2592 2593 2594 2595 2596 2597 2598 2599 2600 2601 2602 2603 2604 2605 2606 2607 2608 2609 2610 2611 2612 2613 2614 2615 2616 2617 2618 2619 2620 2621 2622 2623 2624 2625 2626 2627 2628 2629 2630 2631 2632 2633 2634 2635 2636 2637 2638 2639 2640 2641 2642 2643 2644 2645 2646 2647 2648 2649 2650 2651 2652 2653 2654 2655 2656 2657 2658 2659 2660 2661 2662 2663 2664 2665 2666 2667 2668 2669 2670 2671 2672 2673 2674 2675 2676 2677 2678 2679 2680 2681 2682 2683 2684 2685 2686 2687 2688 2689 2690 2691 2692 2693 2694 2695 2696 2697 2698 2699 2700 2701 2702 2703 2704 2705 2706 2707 2708 2709 2710 2711 2712 2713 2714 2715 2716 2717 2718 2719 2720 2721 2722 2723 2724 2725 2726 2727 2728 2729 2730 2731 2732 2733 2734 2735 2736 2737 2738 2739 2740 2741 2742 2743 2744 2745 2746 2747 2748 2749 2750 2751 2752 2753 2754 2755 2756 2757 2758 2759 2760 2761 2762 2763 2764 2765 2766 2767 2768 2769 2770 2771 2772 2773 2774 2775 2776 2777 2778 2779 2780 2781 2782 2783 2784 2785 2786 2787 2788 2789 2790 2791 2792 2793 2794 2795 2796 2797 2798</p>
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Shipping		Unit	Qty.	GL Acct	Dated	Subst.	Rate	Total	Credit	Debit	Balance	Notes
			2.04	GL Acct June 3	June 7	2.97 @ 0.06	1.95	Crit Assets Accm.	1111.45	+0.08	-	As at No 12. Next sub. day June 11.
												Prices on June 1. Next sub. day June 9.















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Stock Exchanges throughout the United Kingdom for a  
fee of £225 per annum for each security



